HARDWARE AND METAL

Published Weekly by

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VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 17, 1910 NO. 38

E. M. BICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

GLOBE "Globe" GLOBE

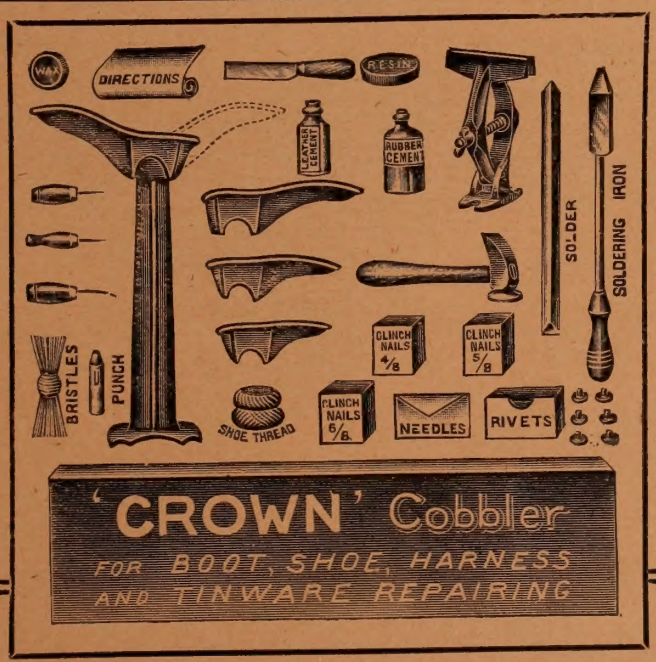
BLACK SHEETS

Unsurpassed for all ordinary work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

THE CROWN COBBLER OUTFIT



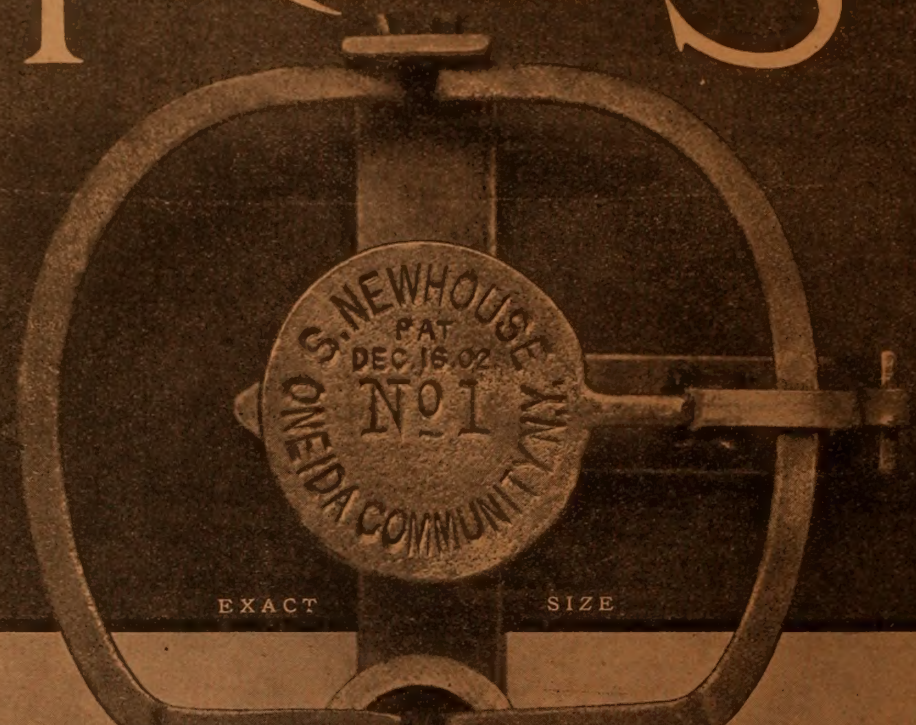
FOR BOOT, SHOE, HARNESS AND TINWARE REPAIRING

Contains everything required for ordinary boot, shoe, harness or tinware repairing. An indispensable set in every household. Sells at sight. Write for general catalogue.

Taylor-Forbes Co.,
Limited
Head Office and Works
GUELPH, - ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

NEWHOUSE TRAPS



EXACT SIZE

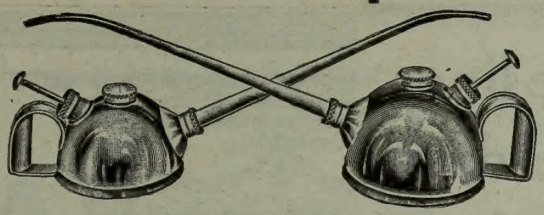
THE
NEWHOUSE

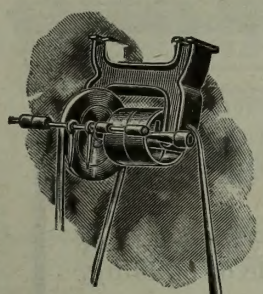
is the best trap made.
Used by professional trappers.
Every trap warranted Sure to
Go and Sure to Hold.
Furs are bringing high prices. Trappers
are planning bigger lines of traps than ever.
This year will be the largest trap year the trade
has ever had. Be sure to have complete stocks
this Fall. Get your share of this trade. Specify now.



ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

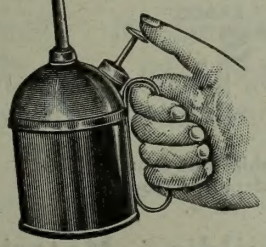
Howland's Pump Oilers





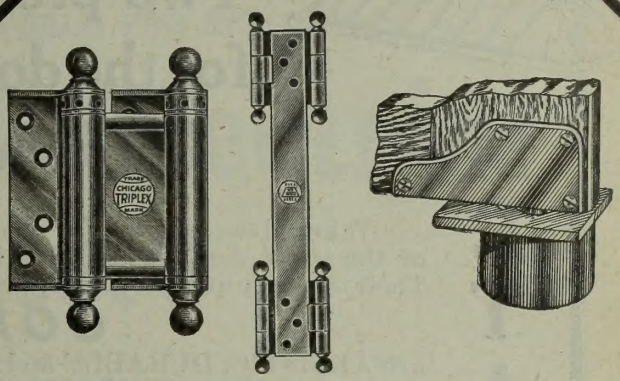
For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



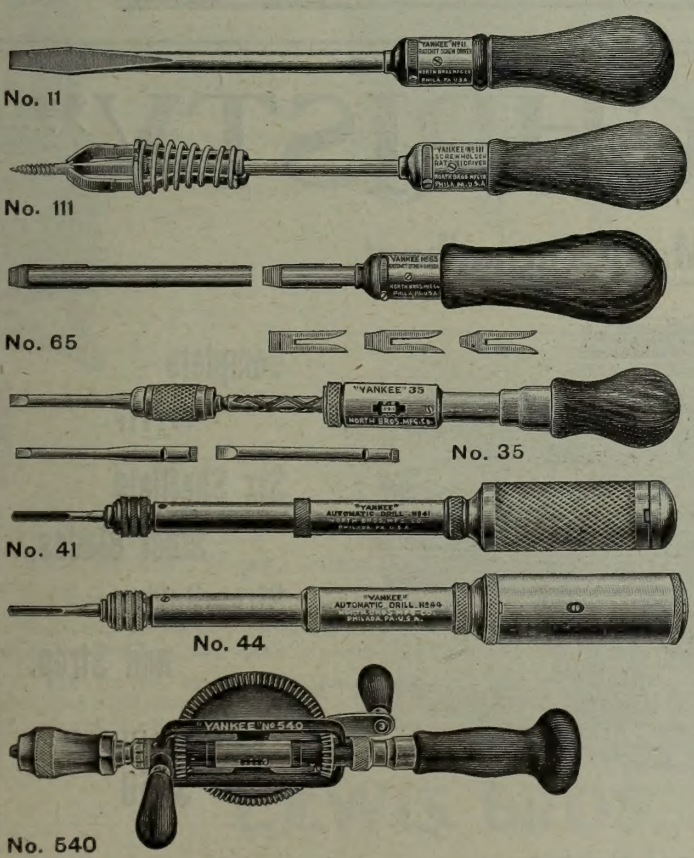
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE C S B CO MARK — NEW YORK

Send for Catalogue M 26



There's Every Reason

why you should handle a large assortment of

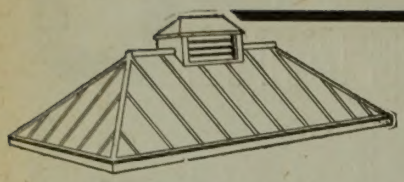
"YANKEE" TOOLS

They are as needful to the Mechanic's outfit as a hatchet and saw. They are preferred by the Mechanic everywhere; and if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

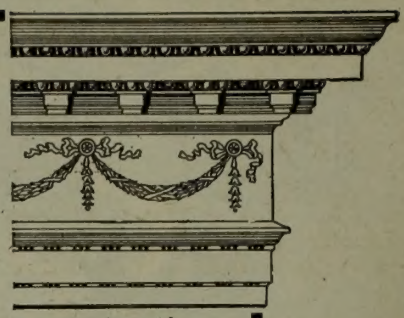
Have your Jobber send you a sample lot of the best selling "Yankees," there are 35 styles and 75 sizes to select from. We furnish local advertising matter with your imprint free for the asking.

WRITE FOR CATALOG.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Two profitable lines for the down-to-date hardware dealer



METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building.

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

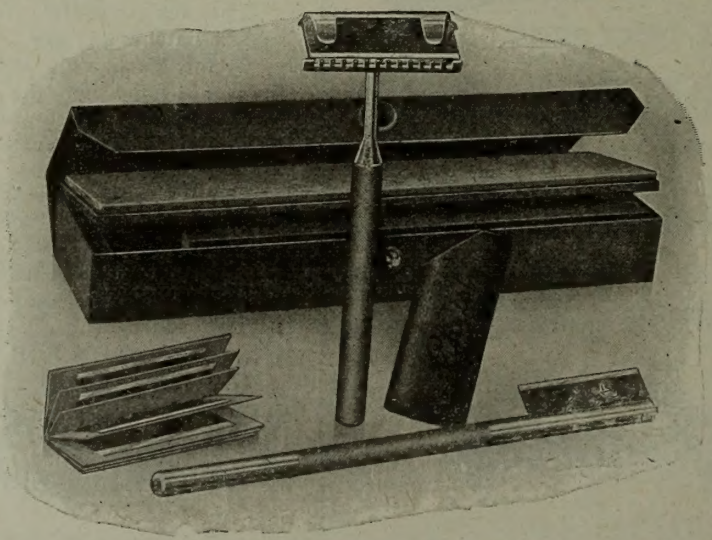
57

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwareman**

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

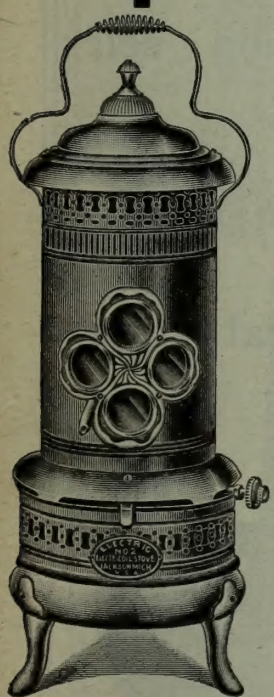
MORE THAN A MILLION IN USE. SOLD ON MERIT—NEVER ON BLUFF.
THE BIGGEST HEAT VALUE IN THE WORLD FOR THE MONEY.

Alumino and Electric Oil Heaters

The only oil heaters which heat from the sides and bottom as well as from the top, therefore the only oil heaters which can be satisfactory, because they heat the entire room.

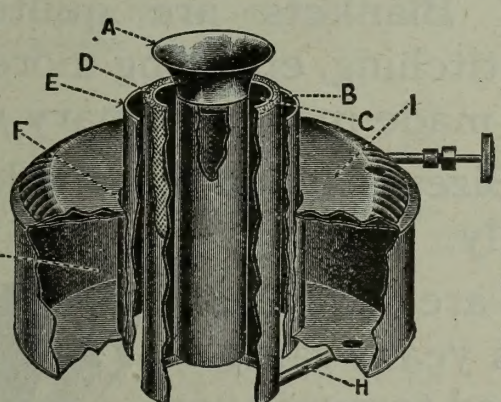
No Smell, No Smoke, No Danger, No Trouble. A Furnace for Heat—No other Oil Heater on earth so good, so safe, so SATISFACTORY

The only oil heaters equipped with our **Grand Safety Burner**, which alone gives perfect combustion and therefore perfect safety with perfect heating qualities.



NOTE

A sale is made as soon as you show this burner to the prospective purchaser, and when you make a sale there are no "after troubles."

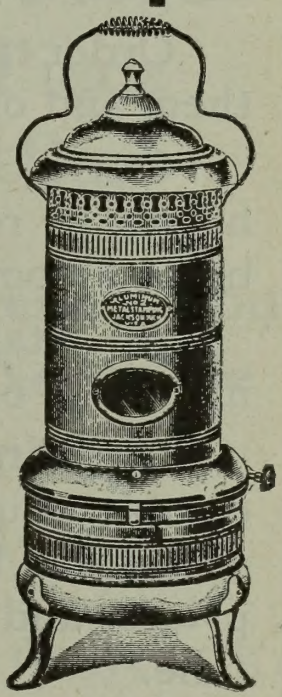


Sectional View, Showing Construction Grand "SAFETY BURNER."

A—Flame Spreader; B—Air space outside of Wick; C—Air space inside of Wick; D—Wick; E—Outside Casing to Burner; F—Air space between Fount and Outside Casing; G—Fount for oil, entirely separate from Burner; H—Feed Pipe carrying oil from Fount to Burner.

NOTE

Any child can operate and rewick these heaters. It is never necessary to send a man out to rewick or keep them in running order.



The **Patent Wick Control** makes it impossible for a careless operator to turn up too high or for smoke to be produced.

The **Solid Flame Spreader** without perforations prevents clogging up with the result of bad odors.

The **Workmanship and Finish** are a delight to the eye, and the general utility of these heaters is beyond competition.

These are the heaters which mean money for the dealer because by their strong, practical merit they sell themselves—they stay sold, and every sale is a seller because it creates new customers.

So far this year the demand is double that of last year. Send us your orders early—now. Ask for a supply of our descriptive book, pass them out to your customers, every book sells a heater, and we supply the books to you without cost. Every one guaranteed, and our guarantee is not a promise but a fact. It means money back if a heater should prove unsatisfactory.

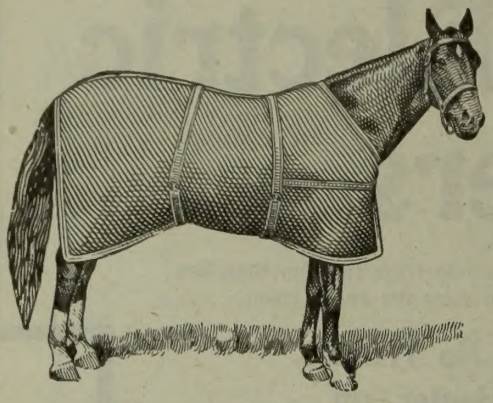
LEWIS BROS., Limitea

Sole Agents for Canada

Ottawa **Toronto** **MONTREAL** **Vancouver**

HORSE BLANKETS

OF ALL KINDS



"Stay-On" Pattern

When making up your Order for the coming Season consider carefully the Line of Horse Blankets we are offering the trade. They are Well Made, Well Designed, and have an attractive finish, and are Superior in Quality and Workmanship to any on the market.

Order a few at once as samples---You'll soon sell them and order more.

Our "Stay-On" Blankets are quilted, each blanket having 24 rows of stitching, ensuring more wear than is to be had from others made in the ordinary way.

All Standard Sizes carried in stock. Special sizes made to order only.

Our Travellers are carrying a complete line of this year's samples and would be pleased to quote you prices, and show samples at any time.

Ask them about this Line.

Be the first in your town to handle the Blankets that Sell.



"Regular" Pattern.

We Ship Promptly. **Write For Prices.** **We Ship Promptly.**

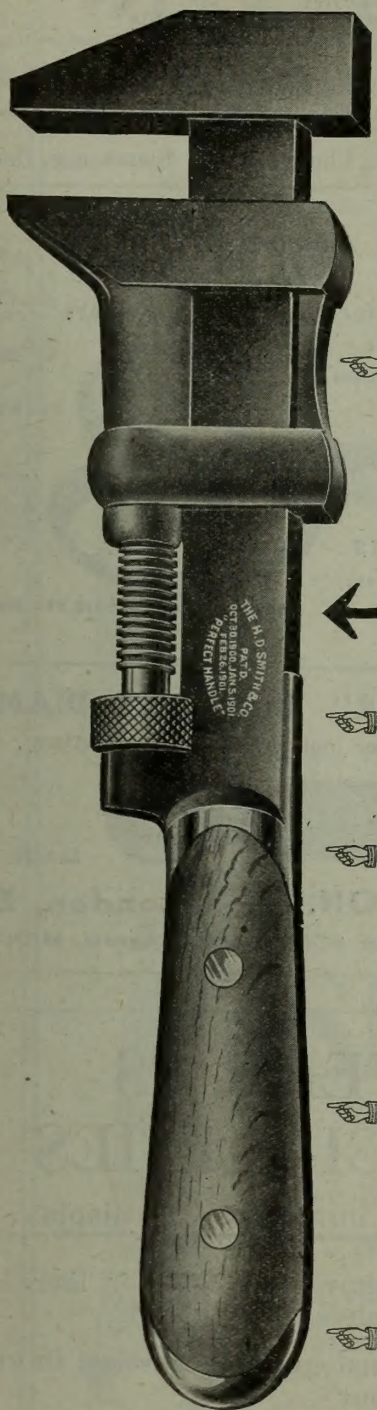
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

PERFECT HANDLE Wrench

Caverhill Learmont & Co.,



THIS STRENGTHENING YOKE NOT TO BE HAD ON OTHER WRENCHES. IT STIFFENS JAW AND KEEPS SCREW IN ALIGNMENT.

REINFORCED HERE TO EQUALIZE CUT OUT FOR SCREW HEAD.

ROUNDED HERE TO ALLOW FREE ACCESS TO OPERATING SCREW.

HANDLES LOCKED IN UNDER PRESSURE AND WATERPROOFED.

SWELL END GIVES PERFECT HANDLE FROM 1 TO 4 IN. MORE LEVERAGE.

The Best Of Them All.

THE ONE WITH THE

Solid Drop-Forged One-Piece Steel Bar.

A Wrench You Will Never Be Ashamed of Selling.

SIZES IN STOCK:

6, 8, 10, 12, 15, 18 and 21 inch.

WHOLESALE DISTRIBUTORS:

averhill Learmont & Co

MONTREAL and WINNIPEG

YOU DON'T CARE

PERHAPS

if we ARE getting constant repeat orders on

Brantford All-Around Glue!

BUT

YOU WOULD CARE

if YOU were one of the lucky dealers handling it and making a good steady PROFIT

Don't read this Ad. and say: "Wonder what they've got?"

Send your jobber or us an order, and find out.

We like to answer inquiries, so send in yours.

Canada Glue Co.
Limited
Brantford, Ontario
Manufacturers of
"The High Grade Glue in the Convenient Package."
IN
The Largest Works
Under the British Flag.



NEW IDEA IN SHOVELS

THE SPLIT HANDLE

Advantages over old style:
1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.
The hand piece is rabbited into the side pieces and held together by a rivet passing through them. The rivet at the bottom of the D prevents the handle from splitting downwards.
When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

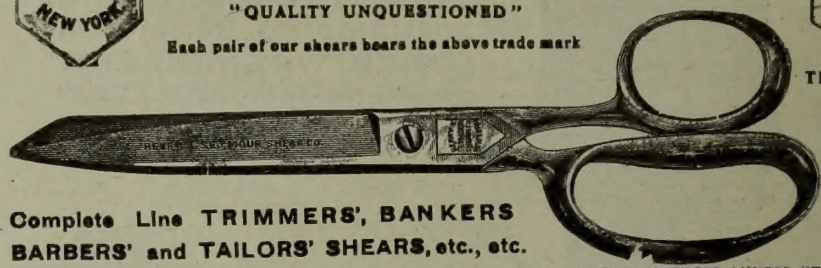
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



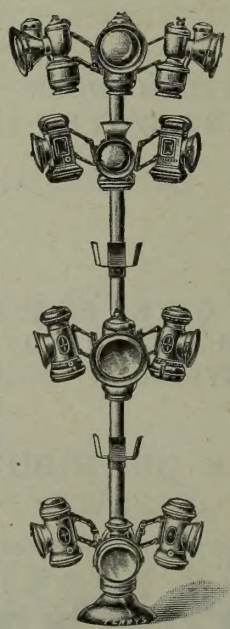
The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



No. 436
LAMP STAND

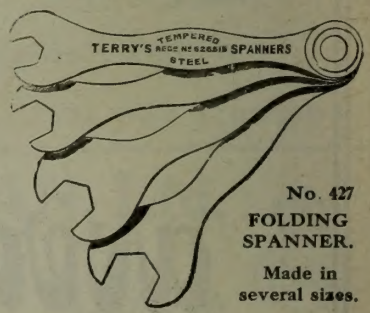
TERRY'S SPECIALITIES

are too numerous to display.

These cuts show two of our lines for Hardware Dealers.

Our 1910-11 Catalogue will be issued shortly. Let us put your name on mailing list?

Herbert Terry & Sons,
Novelty Works,
Redditch, England

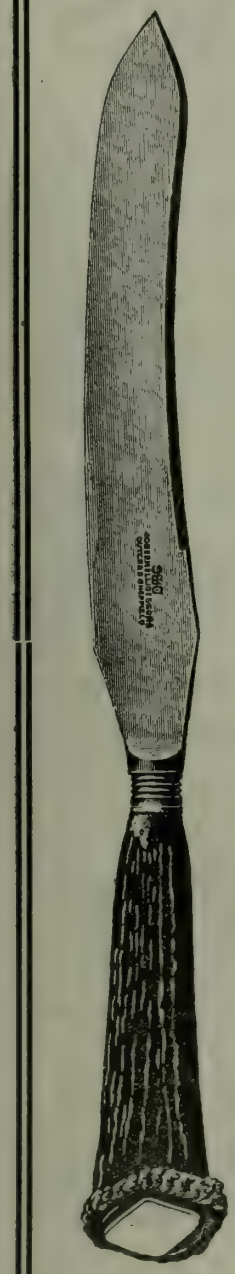


No. 427
FOLDING SPANNER.
Made in several sizes.

Send for Samples and Trade Terms.

Jos. Elliot & Sons' Cutlery







Has for many years been the standard of quality for English Sheffield Cutlery. The patterns have met with the decided approval of every dealer handling this make, and we can confidently assure you this line represents

Sheffield's Best

Stock up now in preparation for Thanksgiving, and feature the Elliot line as the best that money can buy. We have an extensive stock of cased Carvers, Table Knives and Forks, Pockets, Butcher Knives, and Pearl Handled Goods.

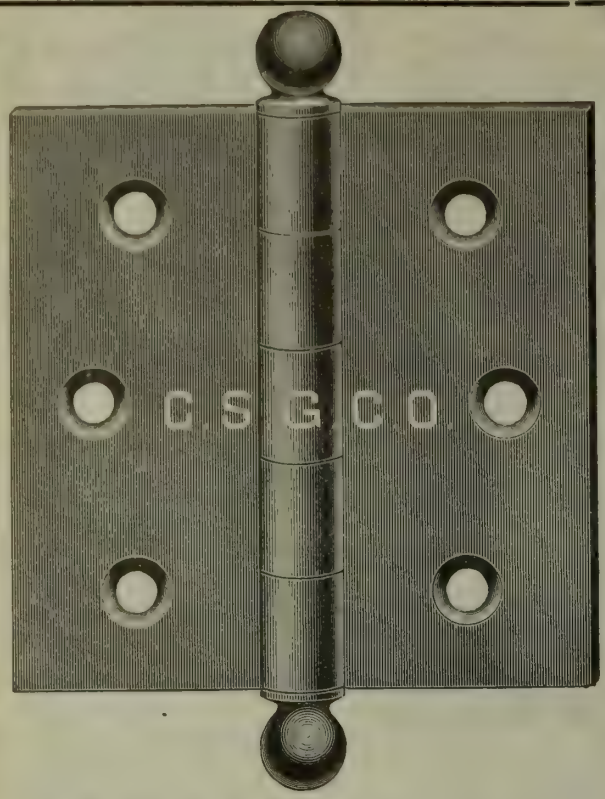
Let us supply you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S "Premier Marathon" STEEL RANGE

Burns Coal or Wood

Improved Design and made with
- 18-Gauge Polished Wellsville Steel Body.
- Extra Large and Well-Proportioned Fire Box.
- New Duplex Draft.
- Square, Roomy Oven
- Cast Iron Smoke Flue.
- Exceptionally Heavy Top.
- Ventilated Base.
- Plain, Heavily Nickeled Trimmings.

Can be supplied on feet or base, in four sizes and numerous styles.

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL - and - WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. The Disston Saw Works turned out *hundreds of dozens* of saws per week.

1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold*.

1910. Sales still increasing and the demand for Disston brand of saws and tools unprecedented.

THE REASONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works — PHILADELPHIA, PA., U.S.A.

CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY **HOHLFELD**
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg



Rifle, Pistol and Shot Gun Cartridges of a quality and price that insure a quick turn over. The brand with the greatest margin of profit to the retail merchant.

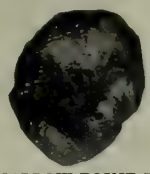
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Lon Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company — Bridgeport, Conn.
The Remington Arms Company — Ilion, N. Y.
Agency, 299 Broadway, New York City

**Same Ownership, Same Management,
Same Standard of Quality.**

Stop Those Smoky Chimneys

HOW? Let's tell you. We have a fireclay chimney pot that will prevent the down draft absolutely. That means much to all your customers. It can be obtained **glazed or unglazed, round or square, and will fit any sized flue.**

The name is **"Edwardian,"** and they are used in all the Royal Palaces and Government buildings exclusively. Behind it is the fact that the Canadian Government have ordered them as well.

You can tell your people all that **no smoky chimneys can exist where this chimney pot is used.** Write for agency to-day. We also sell—

Special Paints for Iron Work; also Enamels and Varnishes

and a variety of other builders' lines all made in England but delivered promptly to you if you order now.

OUR LINES ARE SPECIFIED BY THE LEADING ARCHITECTS

The architect generally knows the difference, so that you cannot lose. To-day is the day to write.

The International Supply Company

140 MANSFIELD STREET - - MONTREAL

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

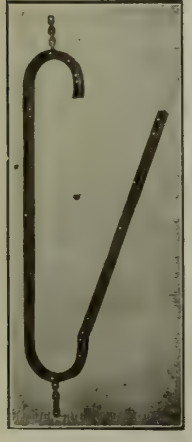
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada

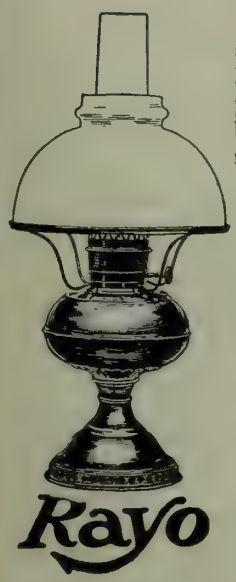


Patent Pending
CLOSED

The Most Extensively Advertised Oil Consuming Devices on the Market

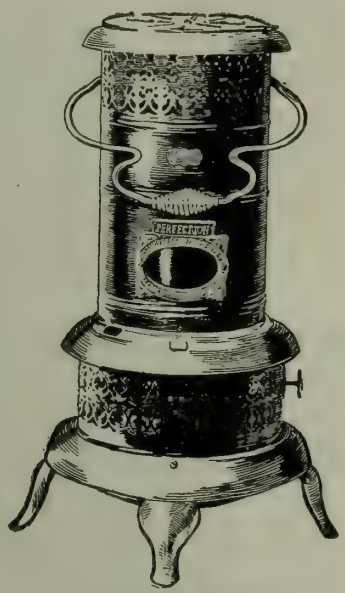
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE ... THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



Jewel Stoves and Ranges
Jewel Heating Stoves

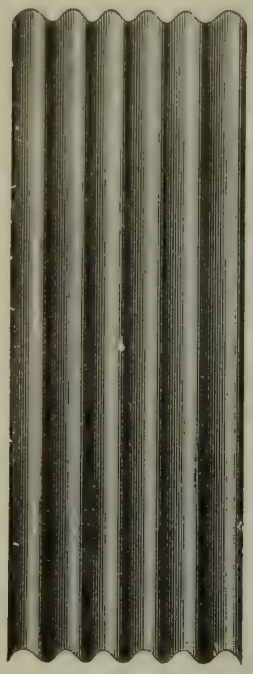
This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.

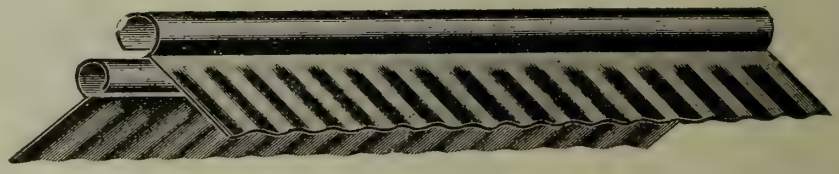
CORRUGATED GALVANIZED SHEETS



Sheets in all sizes and gauges.

Uniform in Thickness Heavily Galvanized

The wet weather will soon be at hand, the season when corrugated iron is used. We have been preparing for this season and have a large stock of sheets.



Corrugated Ridge Roll

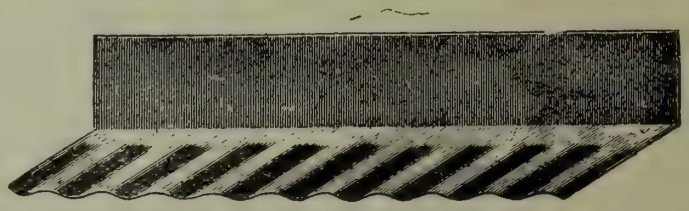
Easily adjusted—just what you require.

Galvanized Nails



These nails have a specially large head, extra strong and barbed half-way up from the point.

Also Lead Washers.



Corrugated End Wall Flashing

For use with Corrugated Sheets.

McClary's

London Toronto Montreal Winnipeg Vancouver
St. John, N.B. Hamilton Calgary Saskatoon

The Enterprise Scorcher, Hot Blast and Oak Stoves

are among the most attractive and salable Heaters on the Canadian Market.

THE HOT BLAST and SCORCHER are the same, except that the Scorcher has a large front mica door, as well as top door, whereas the Hot Blast has top door only. They are both fitted with Hot Blast Tubes and lined with special fire brick right to the top.

Will burn any kind of fuel and are powerful heaters. Made in three sizes—Nos. 120, 140 and 160.



THE ENTERPRISE OAK is most attractive in design with mica front door, deep ash pit, removable nickel rails and side shaker. Made in four sizes—Nos. 111, 113, 115 and 117, the two larger sizes supplied (when required) with magazines.

All these stoves have highly polished steel bodies and are made and fitted in a first-class manner throughout.

There are none better.

Send for Special Circulars and Prices.



The Enterprise Foundry Company

Manufacturers - - - - SACKVILLE, N. B.

—DISTRIBUTORS—

Fred. J. C. Cox & Co.
Winnipeg, Calgary and Edmonton

W. T. McArthur & Co.
Vancouver, B.C.

Enterprise Hardware Co.
Saskatoon, Sask.

Stewart & Co.
Toronto, Ontario



No. 102

This ad. is 3 columns wide by 6 ins. deep. This ad. was featured in Printer's Ink, the famous advertising journal.



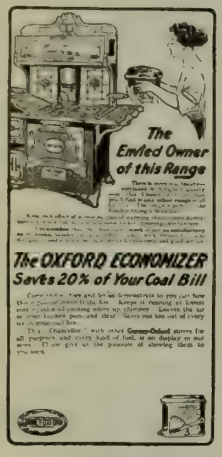
No. 104

This ad. is 2 columns wide, by 9½ inches deep. Read the personality in the copy



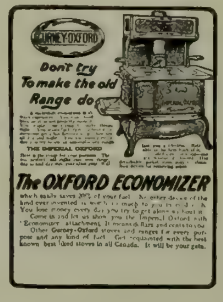
No. 101

This ad. is 3 columns wide by 6 inches deep. Note strength and naturalness of illustrations.



No. 106

Measures 2 columns by 9½ inches. Note the beauty of layout and the striking appeal made to the artistic sense.



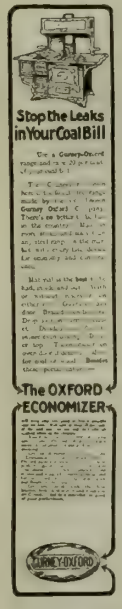
No. 105

Measures 2 columns by 5¾ inches in depth. Note how strongly selling points are brought out.



No. 107

A single column ad. 12 ins. deep. Has a very striking appearance.



No. 103

This is a single column ad. and is 12 ins. deep. In this, as in others of this series, headings are hand lettered.

A FEW BUSINESS GETTERS

These are a few of the ads. that will run over our customers' signatures. How do they look to you? There is a mortise in bottom of the electro left for a signature—would you like to see your name in? These ads. are run in any paper you may select, and they are the kind of advertisements that bring business. Drop a card for our advertising proposition. It's a live one.

The Gurney Foundry Co., Limited

TORONTO

HAMILTON, MONTREAL, VANCOUVER, WINNIPEG, CALGARY

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

THE "HECLA" Warm Air Furnace

spells WINTER COMFORT for your customers!

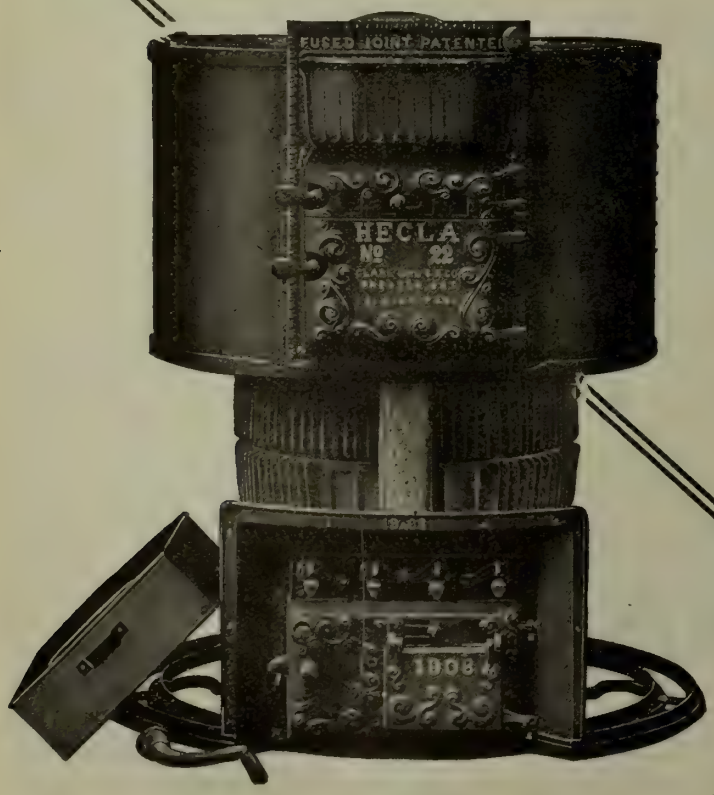
Looked at from any point of view, no heating apparatus gives the same amount of comfort at an economical cost of heating as a "HECLA."

Here are a few features of the "HECLA" that help to give it its merited prominence:—

HECLA FUSED JOINTS prevent any gas, dust or smoke getting into the air chamber, and are the only known joints that promote this happy consummation.

HECLA INDIVIDUAL GRATE BARS save time and labor. Each bar is shaken separately and no poker is needed.

HECLA STEEL RIBBED FIRE POTS have more than three times as much radiating surface as any other pot. Give more heat for fuel consumed, and are practically indestructible.



HECLA CAST IRON COMBUSTION CHAMBER much more durable than a steel chamber.

May we send you a copy of our new catalogue, fully describing the many distinctive features of the HECLA?

Write for a copy to-day.

Clare Bros. & Co.

LIMITED

Preston, Ontario

AGENTS:—

Clare & Brockest, Limited
Winnipeg and Calgary

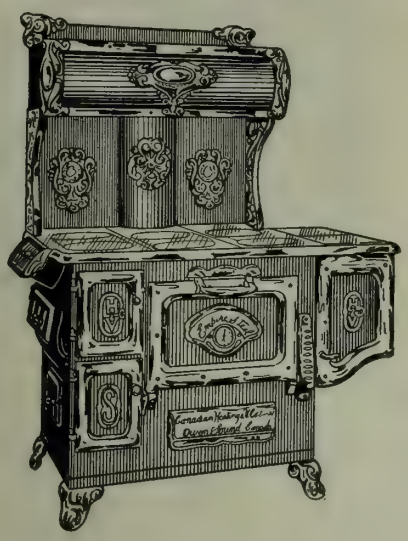
J. M. Kains & Co.
Vancouver

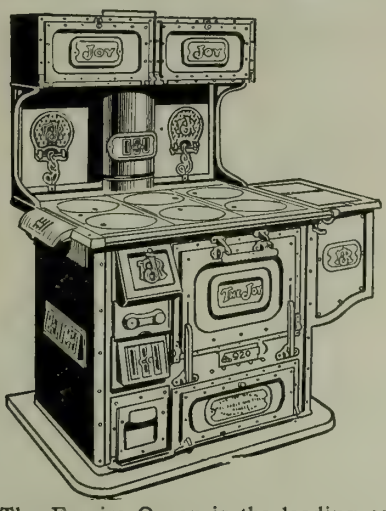
Race & Hunt
Edmonton

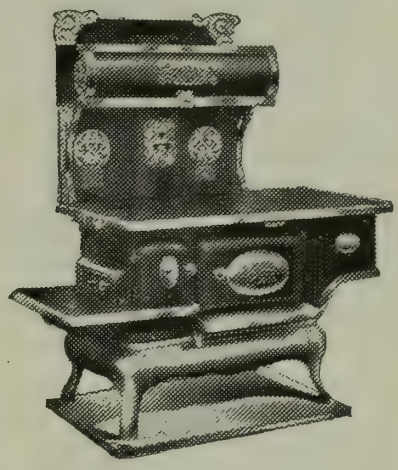
Mechanics' Supply Co.
Quebec

ARE YOU HANDLING **Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

Get the Local Agency for

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges



It will pay you better profits than any other because Monarch Diamond Ranges have exclusive points of construction that appeal irresistibly to careful householders.

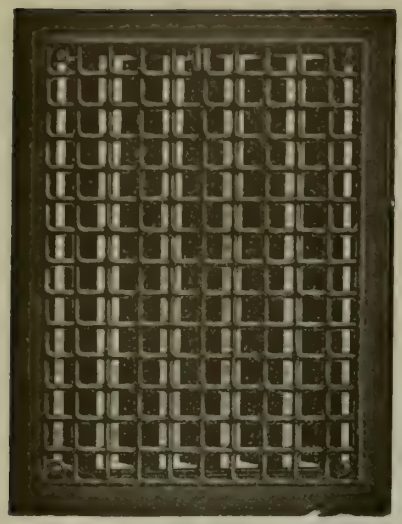
They burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY s THREE-PLY—two layers of heavy steel between which s a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

You will look a long time before you come across any range equal in value to the Monarch Diamond.

Write us at at once for Catalog and Discounts.

Butterworth Foundry
LIMITED

OTTAWA - - CANADA



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

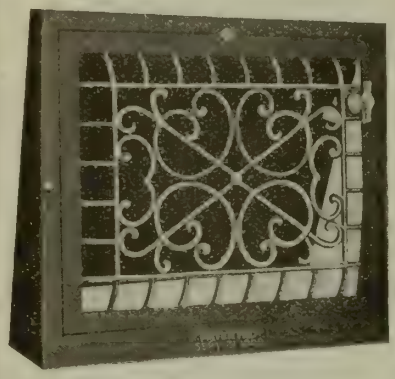
Get our Catalogue.

The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

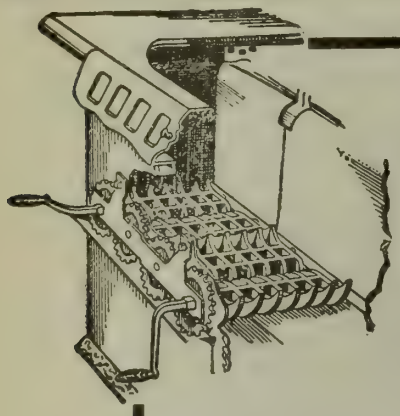
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Don't Speculate

Feature the range with the irresistible selling feature, the

"Champion" Range

With the "Champion" Grate

This grate, with the cross-wise, non-warping bars, operates in two sections, and gives better combustion than any other grate, because it is more open, and more easily shaken and cleared. ***Send for Catalogue To-day.***

D. J. BARKER & CO. - Picton, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

The Bull's Eye of Perfection

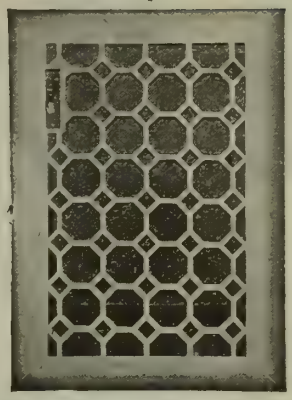
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch.

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

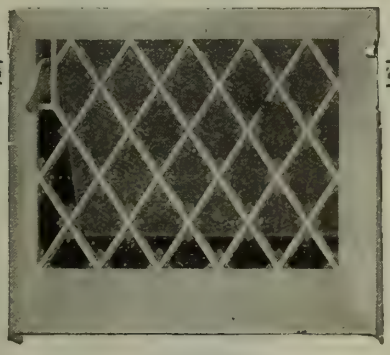
Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

PRICE LIST OR SAMPLES ON APPLICATION. PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

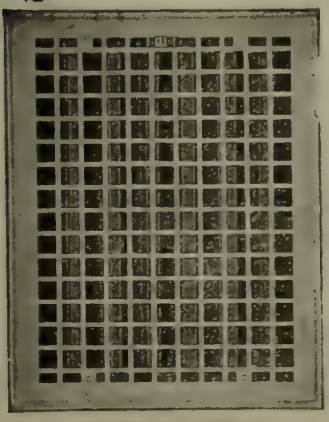
Are You Handling



IMPERIAL

"T & B" Registers, Ventilators and Grilles?

They are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T and B" or equal make, a sure proof of the merit of "T and B" goods.

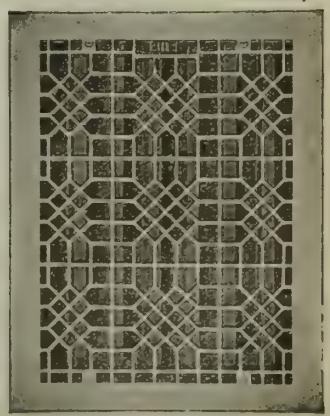


WROUGHT STEEL

It pays to handle Quality Goods!
Send for illustrated catalogue.

TUTTLE & BAILEY MFG. CO. OF CANADA, LIMITED

BRIDGEBURG, - - ONTARIO, CAN.



SEMI-STEEL, IND. LAT.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

"It Saves Lives"
"A Building Necessity"

These are the expressions that have been made synonymous with the

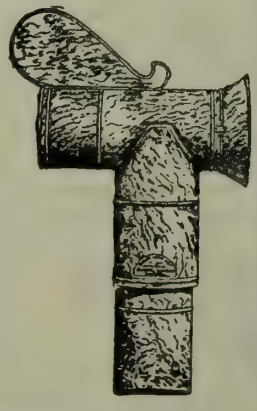
J. W. HARRIS VENTILATOR

We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.



QUEBEC, DEC. 18th, 1905

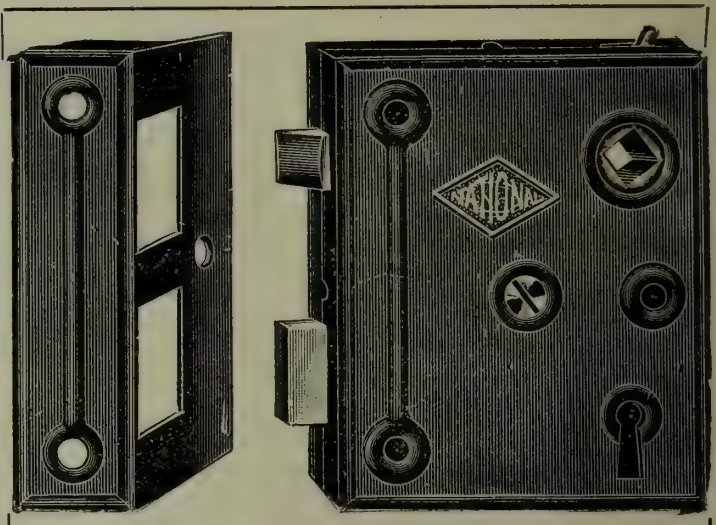
J. W. HARRIS MFG. CO., LTD.,
Montreal.

DEAR SIRS:—

The Ventilator referred to in your favor of 27th, which was used to ventilate galley of our "S.S. King Edward," has given entire satisfaction.

Yours truly,
HOLLIDAY BROS.,
per M. H.

The J. W. Harris Mfg. Co., Ltd.
GENERAL CONTRACTORS and MANUFACTURERS
Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

SPECIFY

"Conqueror" Brand

High Speed Steel

and

High Speed Drills

if you want

the Best and Cheapest

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

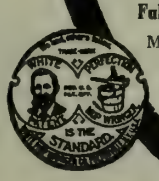
Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Attention!

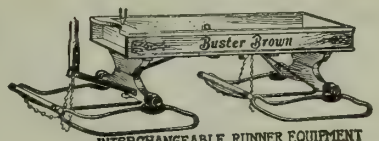
Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



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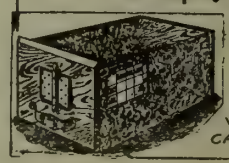
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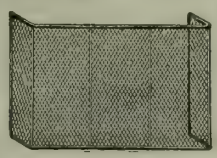
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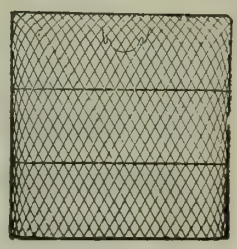
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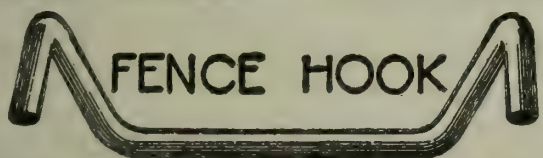
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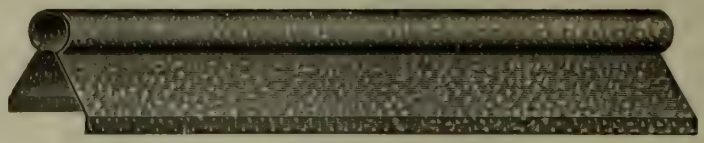


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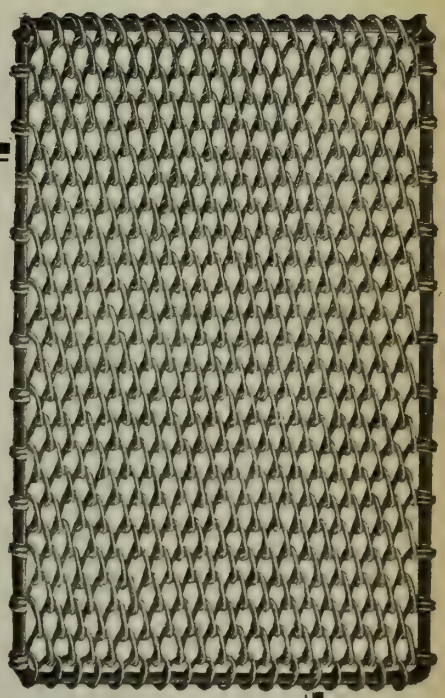
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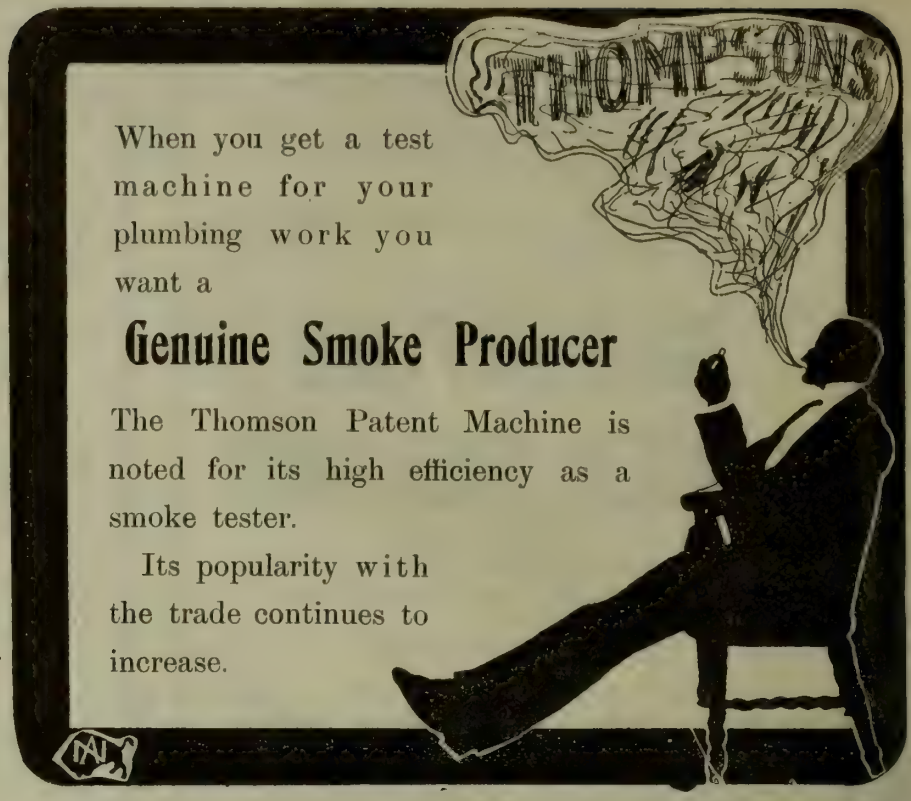
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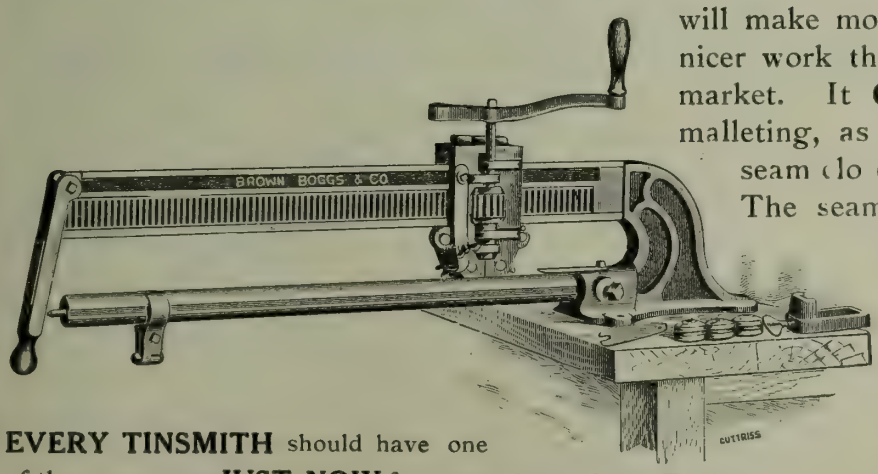
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THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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TECHNICAL BOOKS

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HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

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MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish *in* Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
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Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

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MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

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British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

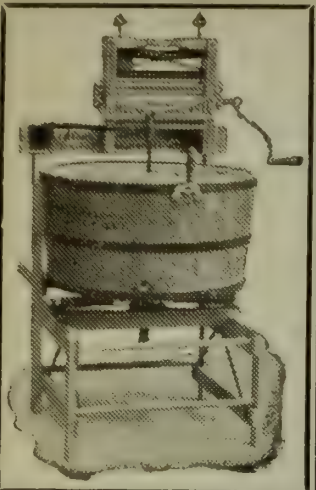


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Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

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Toronto — Mercer Street
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WASH-DAY

loses half its terrors if the housewife is doing her washing with

CONNOR

BALL-BEARING

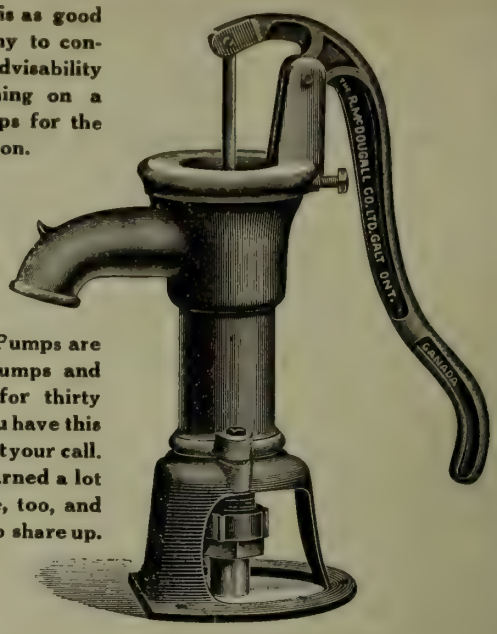
WASHER

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer ALMOST RUNS ITSELF. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

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About now is as good a time as any to consider the advisability of determining on a line of Pumps for the coming season.



McDougall Pumps are Standard Pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Aremacdee" is a guarantee.

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LIMITED

Galt, Canada

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

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YOUR SPARE TIME!

Are you making any use of your spare time? Most everyone is willing to do a little extra congenial work if the way is made plain and the money good enough.

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Sounds big, eh? But it's not more than you can earn working for

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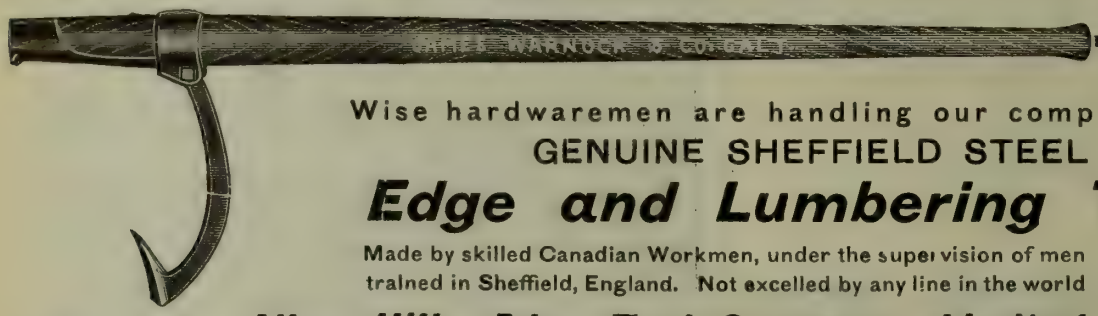
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One Quality, That the Best.

Cylinder and Master Key Work a Specialty.

Write for our New Catalogue No. 3.

The Belleville Hardware and Lock Mfg. Co.
BELLEVILLE, ONT. LIMITED



Wise hardwaremen are handling our complete line of
GENUINE SHEFFIELD STEEL

Edge and Lumbering Tools

Made by skilled Canadian Workmen, under the supervision of men trained in Sheffield, England. Not excelled by any line in the world

Allan Hills Edge Tool Company, Limited
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First Quality Hardware at the price of Inferior Goods

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If your Jobber can't supply you, we will. Write for catalog and prices.

Cowan & Britton, - - - - - - Gananoque, Ont.



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

Genasco
Ready Roofing

Of all the ready roofings now offered for sale Genasco is the only roofing whose makers come out boldly and tell you what it's made of—

Trinidad Lake Asphalt

Why do other makers throw mystery around their product by "secret process" or "our own composition"? Mystery is a mighty poor creator of sales.

Genasco stands out among all these roofings, and proves its waterproof and weather-resisting qualities.

That's the kind of roofing your customers want. They know Trinidad Lake Asphalt is the greatest waterproofer known; and they know our thirty years' experience in the use of asphalt is back of Genasco—a guarantee that it will give them absolute satisfaction.

That's the roofing you ought to handle. Needn't worry about being able to sell it. We've got all we can do to keep up with the demand.

Write us for full information. Don't delay. Do it to-day.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

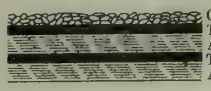
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Mineral or smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

The KANT-LEAK KLEET is the quality fastener for the quality roofing. Clamps seams tight. Makes them waterproof without cement. Supplied in rolls of Genasco when specified.



THE "BIG DITCH."

The Panama Canal will be completed on schedule time. Great engineers and the best machinery and materials are being used to accomplish that end, and Magnolia Metal is doing its share in that great work.

ISTHMIAN CANAL COMMISSION

Department of Construction and Engineering—Mechanical Division
Office of Superintendent Motive Power and Machinery
Culebra, Canal Zone

Magnolia Metal Co.: Balboa, C.Z., Aug. 9th, 1910

Dear Sirs,—Your Practical Engineering Pocket Book came duly to hand, after a long delay, two weeks ago. Please accept my thanks for same.

I suppose there is more Magnolia Metal being used on the machinery bearings in this "Big Ditch" than on any other large job in the world; and it is, without a doubt, giving all us engineers entire satisfaction. Me for Magnolia at all and every time. Again thanking you. Very truly, H. C. MARTELL

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KEMP'S STOVE PIPE ELBOWS and ANGLES



The most popular Elbow manufactured. Standard sizes. Made of extra heavy smooth steel with long ends. Riveted ready for use.



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	ELBOWS Sizes—Inches							ANGLES Sizes—Inches			
Plain or Common	3	4	5	6	7	8	-	5	6	7	8
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Tin	..	..	..	6	7	8	-	..	6	7	8
Galvanized	..	..	..	6	7	8	-	..	6	7	8

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.



A View of the Grounds of The Canadian National Exhibition When the Crowd Was Large.

Canada's Great Exhibition is Climbing Upwards

An Increase in Numbers of Almost 100,000 People in Spite of Some Extremely Bad Weather—World's Fair Suggested for 1914 to Celebrate Peace Centenary—A Truly National Exhibition—Many Fine Exhibits of Special Concern to the Retail Dealer—West India Products Displayed.

Toronto, Sept. 15.—Canada's National Exhibition this year triumphed over many obstacles and achieved another distinct success, despite the unusual incident of adverse weather conditions.

This is evidenced by the fact that the total attendance was 837,000, about 85,000 in excess of 1909 and almost 200,000 in excess of 1908. This is a phenomenal increase in view of the disappointment of Labor Day when excessive rain kept the attendance 54,000 below that of Labor Day alone last year. The surplus is estimated at $45,000, so that there can be no question of the greatness of this greatest of continental annual events.

The Peace Centenary.

There is considerable stir just now over the proposal to celebrate in 1914, in Toronto, the hundred years of peace between Great Britain and Canada on the one hand and United States on the other, and it is suggested that the grounds and buildings of the Canadian National Exhibition be utilized as the site for a World's Fair under the supervision of an International Commission representing the countries named.

It is claimed that from an historical standpoint the suggestion is a good one. For it was on the grounds on which the National Exhibition is annually held that one of the bloodiest engagements of the war of 1812-14 was fought. At the close of that struggle the capital of Upper Canada fell into the enemy's hands, and its public buildings were burned. an act that led to the historic justice meted out in the burning of the public buildings at Washington by a British squadron. The mingled dust of British soldiers, United Empire Loyalists, and stout New England Republicans who fell at the battle of York rests to this day beneath the soil over which every year hundreds of thousands of pleasure-seekers walk unheeding. It is therefore sacred soil fit to teach the highest lessons of patriotism to those who may attend the Fair of a Century of Peace.

Whether this comes to pass or not the Canadian National Exhibition will go down through the annals of history as one of the greatest, if not eventually the greatest of similar annual fairs in the whole world.

That it is National is proven by the interest the other provinces of the Dominion take in it. We have British Columbia in the far west proudly showing the products of her soil. Her fruits are among the finest the world produces and they were admirably displayed. Alberta, Saskatchewan and Manitoba—the vast prairie lands of the west—are now being looked up to as among the greatest of the world's wheat producing districts, while only a few years ago that earth resounded with the tramp of the majestic buffalo. They were represented at the Exhibition with their "No. 1 Hard Wheat" and other examples of western progressiveness.

The products of Ontario's fields, orchards and vegetable gardens were displayed in commanding manner while Canada's mines showed forth their greatness. Quebec and the Provinces-down-by-the-Sea sent their quotas of exhibits and people and all have reason to feel elated at the culmination of this great event.

Demonstrations Were Popular.

For visiting hardwaremen, interest centred chiefly in the Industrial Building, where most of the stove, paint, plumbing and lighting fixtures displays were located.

The stove section has been materially enlarged and now takes up most of the space of the two northerly divisions of the Industrial Building, exhibits of metals and cooking utensils being grouped together near the stoves.

One of the most important lessons for hardwaremen to study at the Exhibition were the methods used by exhibitors to display and demonstrate their goods. It was interesting to watch the salesmen in the stove exhibits, for instance, and study their approach to a customer, their drawing out of what the visitor needed, their method of showing the points of the range and closing a sale. Some of the Toronto agents for several of the stove manufacturers were particularly successful in making sales as a result of their work at the stove displays.

A demonstration of fireless cookers was the centre of a crowd at all times, while in another booth across the aisle the same cooker was displayed and attracted little attention. Not long ago the only manufacturer of fireless cookers in Canada stated that he had only sold 100 fireless cookers in this country in a year's campaign. Yet the salesmen who assisted the demonstrator referred to sold 22 of the cookers in the two weeks at the Exhibition.

Demonstrations of varnishes, washing machines, fireless cookers, range boilers and other articles sold by hardwaremen were also made with most satisfactory results.

"J.M.T." BRASS GOODS.

Lighting fixtures were the chief feature of the exhibit of the James Morrison Brass Mfg. Co., Toronto, in the Industrial Building this year, though plumbing goods and engineers' brass work was also prominently displayed. Last year's change from Machinery Hall to the Industrial Building having proven very satisfactory, the same booth was used this year as in 1909, it being one of the most prominent corners in the very centre of the Industrial Building, midway between the Stove and Process sections.

The number of plumbing fixtures shown was not as large as a year ago but their prominent position brought this branch of the Morrison business to the front and impressed upon hardwaremen and plumbers who visited the display that both in enamelware and brass goods for plumbers the Morrisons are in the front rank. Several types of lavatories were shown along the wall with beveled plate glass mirrors, shelves and bathroom fittings hanging above. And in a prominent position in the foreground a large silent salesman was used to display an elaborate line of plumbers' brass goods in both brass and nickeled finishes. Included in the case were bath fittings, stop and waste cocks, fuller and compression work, valves, and other fittings required for plumbing work and water services.

Hanging from the ceiling and wall and resting on tables and desks were dozens of handsome electric lamps and lighting fixtures, there being some particularly beautiful domes for dining rooms and dens, and clusters of lights for halls, drawing and living rooms. Some very artistic wall brackets were shown. The brass work on all was of the highest class, brass chains being favored for the hanging fixtures. The finishes were of many styles as in addition to the usual polished brass, black iron, brush brass and lemon brass, fixtures were shown in oxidized brass, oxidized copper, antique brass, polished nickel, gun metal, bronze metal, oxidized silver and verde antique (green). Innumerable styles and designs of shades were used to complete the fixtures, the artistic construction of some of the shades bringing forth expressions of admiration from many who were looking for "classy" lighting fixtures.

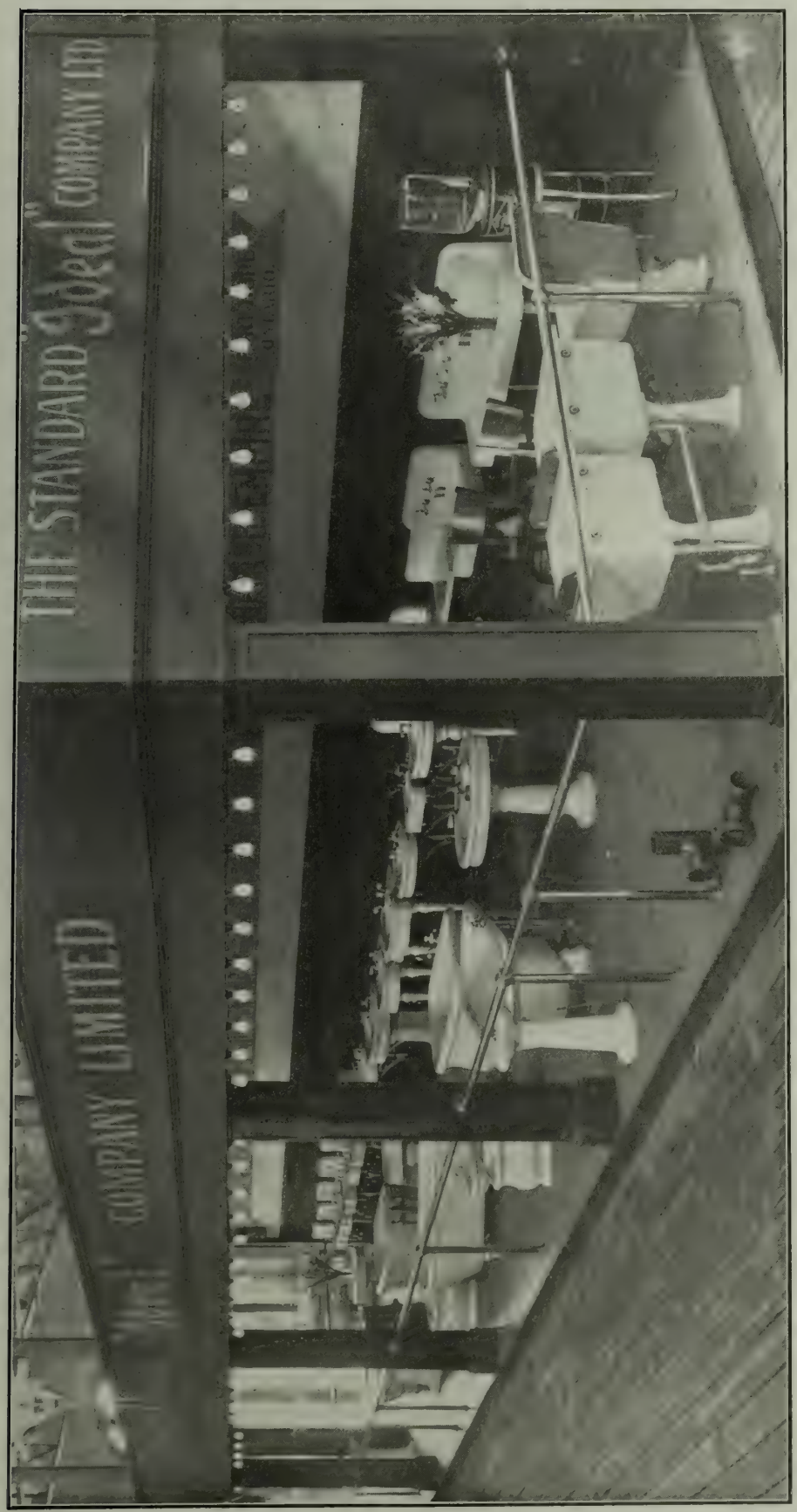
An electric grate, finished in light hammered brass, combined both artistic and utilitarian qualities, and was also the subject of much favorable comment.

In engineers' brass work the Morrison display was even more complete than in former years, the display being shown off to splendid advantage by the dark background. Marine brass work is a specialty of the James Morrison Brass Mfg. Co. and the equipment they make includes everything for both pilot house and engine room brass work. Steam gauges, steering wheels, motor boat, engine and locomotive mountings, Hancock inspirators, J. M. T. Valves, locomotive injectors, oil cups, whistles, fire nozzles and hose couplings, were a few of the articles shown.

S. H. Hadley, A. Betton and James Fiddes, salesmen in Western Ontario, Eastern Ontario and Toronto, were in charge of the exhibit.



CANADIAN NATIONAL EXHIBITION.—Brilliant Display of Lighting Fixtures by the James Morrison Brass Mfg. Co.



CANADIAN NATIONAL EXHIBITION.—Magnificent Display of Enamelware Made by Standard Ideal Company.

BATH ROOM EQUIPMENT.

The large permanent stand of the Standard Ideal Mfg. Co., Port Hope and Toronto, in the Industrial Building, was one of the centres of attraction for the scores of master plumbers who attended the Toronto Exhibition this year, and many of the delegates to the Master Plumbers' Convention, made the exhibit their headquarters when at the grounds.

Some of the delegates, too, placed good orders for Standard Ideal products when here, being attracted by the excellence of the articles shown. One of the fine new Alexandra ware baths, for instance, was purchased by E. J. Young, of Calgary, for the display room in the fine new building nearing completion for the E. J. Plumbing Co., Limited.

From the experience of those in charge of the display it is certain that the display of the fine line of goods manufactured by the Standard Ideal Co. is of benefit to master plumbers. Intending builders see and take a liking to fixtures which they would not otherwise know about, with the consequent result that when the plumbing contract is let it includes specifications for a higher quality of fixtures which, of course, carry a higher percentage of profit for the plumber than the ordinary fixtures would.

As in last year's display the central feature of the display was the "Alexandra" line of high-grade porcelain enamelware, about a score of "Alexandra" baths, lavatories and other fixtures being shown. Included in these were many new designs and improvements, the most important of these being a double basin lavatory specially constructed for club house use or for where both hard and soft water is used.

Also included in the "Alexandra" display were such fixtures as water closets, sitz baths with bidet attachments, pedestal child's baths, manicure and dressing tables, several of the baths being hand decorated.

In design the "Alexandra" fixtures would pass anywhere for solid porcelain but they are in reality of greater serviceability and command a higher price than solid porcelain ware. It has taken an enormous investment to prepare the drawings and master patterns for "Alexandra" ware and some of the fixtures have required an investment of thousands of dollars before a single article was manufactured. It has been their aim, however, to produce on Canadian soil the highest quality of bathroom equipment known, so that it will be unnecessary to import from foreign countries, and their exhibit proves that they have succeeded and are now able to supply the demand for both high-class and reasonably priced fixtures.

A wide variety of lavatories, bubble fountains, kitchen and slop sinks, drain boards, laundry tubs, etc., completed the display, while samples of the "Impermeable" enameled soil pipe were shown along with samples of the company's ordinary soil pipe.

Wm. Linton, Ontario salesman, was in charge of the booth, but H. T. Bush, general manager of the company, Port Hope, and A. D. McArthur, Ontario sales manager, spent considerable time at the exhibit renewing friendships with customers.

METALS FOR HARDWAREMEN.

A nine-foot high man, with curly hair, moustache, collar, cuffs and buttons—all quite natural but made of sheet metal was the first object to attract the attention of the visitor entering Machinery Hall. With arm outstretched it pointed to the exhibit of the Canada Metal Co., where were displayed samples of metals used by manufacturers of almost everything under the sun. W. G. Harris, Sr., general manager of the company, was in personal charge of the display.

For the hardware trade there was shown Harris' Heavy Pressure Bearing Metal, which the company claims is without doubt the best babbit for the hardwareman to handle, as it gives satisfaction to every customer, and is sold only to the trade. A bell of Imperial Genuine babbit was a novelty. It was shown so that spectators could hear the sound, the absence of lead allowing the metal to ring and making the company's guarantee mean something.

Imperial Genuine Bearing Metal lays claim to being the highest grade high speed metal made—for heavy engine and extraordinary hard work. When melted it flows freely, and will not shrink. It is very hard and durable, tin being the basis, mixed with antimony and nickel for hardening, and being toughened with pure copper. It contains no lead. To obtain the best results from "Imperial Genuine," use a ladle or pot and pour very hot, avoiding red hot metal, which is overheated. For best results keep the



Mr. W. G. Harris.

metal pure and separate from others. The metal may be poured indefinitely, and will not deteriorate.

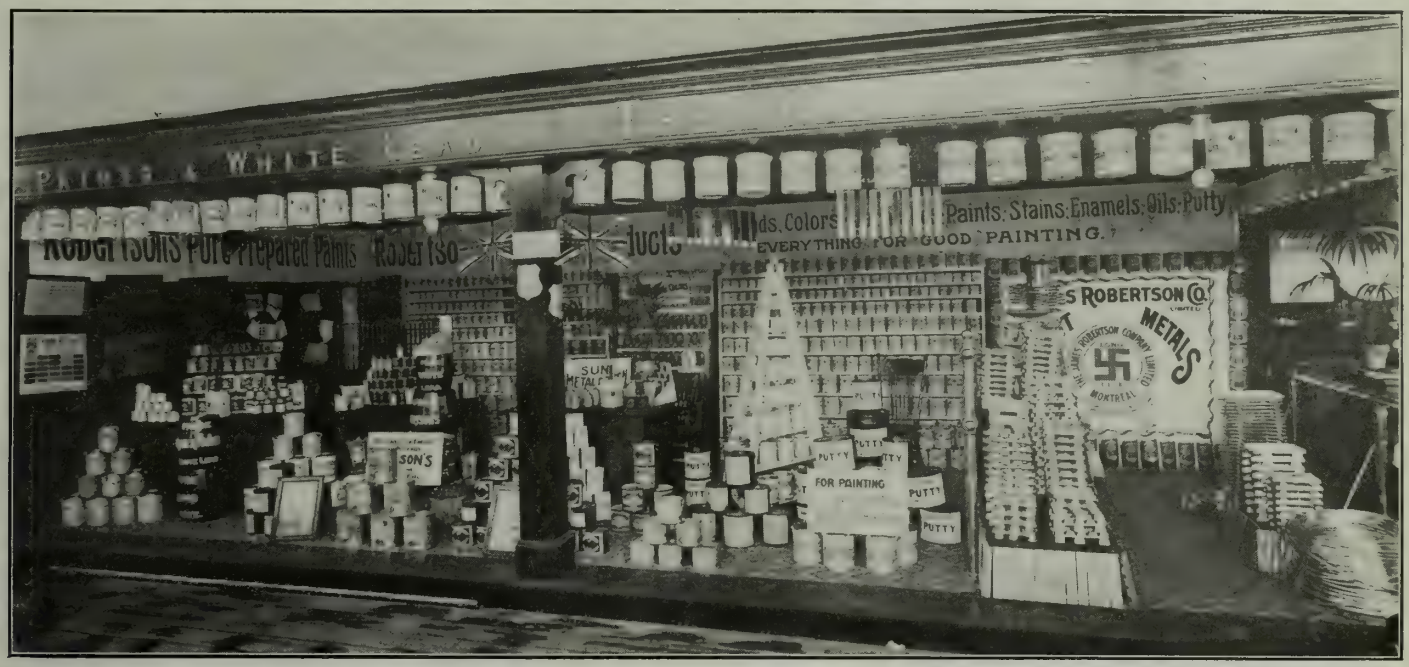
Besides these two grades there are "Imperial Tough," for thin bearings; "Armature Special," for heavy street railway armature linings; "White Brass," for marine bearings; "Metallic Genuine," for heavy pressure work, a medium grade between "Imperial" and "Harris Heavy Pressure"; "Hercules Genuine," suitable for heavy machinery and friction clutches; "White Bronze," a medium priced babbitt, copper hardened; "Aluminoid," serviceable on all light machine work.

The Canada Metal Co. is now running two factories in Toronto—William Street (head office) and the Fraser Avenue works. In keeping with the general tendency of business most of all the babbits now coming out of the company's factories are done up in clean neat paper packages. So great has been the demand for babbit metal made by the Canada Metal Co. that a new pot capable of holding 25 tons has been added to the equipments of the plant.

A large revolving table showed up the various metal products of the company. There were displayed a considerable number of aluminum castings this year, the company making a specialty of patterns in aluminum. They are also pushing brass foundry work, lead pipe, solder, lead waste, traps and bends, lead fibre, lead sash weights, ingot copper and tin, lead washers, in fact almost everything in the metal line handled by hardwaremen was shown in the company's display.



CANADIAN NATIONAL EXHIBITION.—Where the Canada Metal Co. Showed "Everything in Metals."



CANADIAN NATIONAL EXHIBITION.—James Robertson Co.'s Paint and Metal Display.

ROBERTSON'S PAINTS AND METALS.

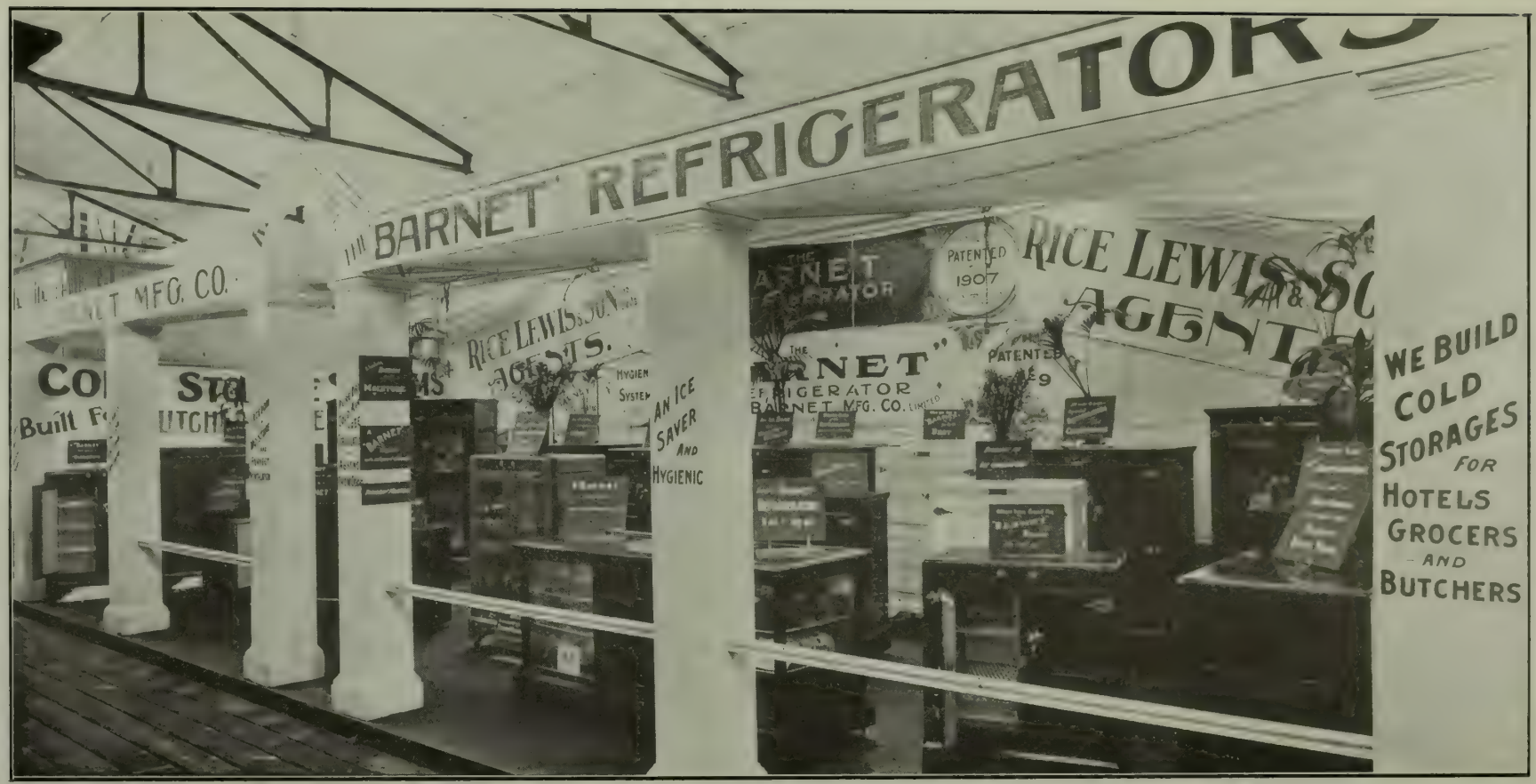
As in former years the James Robertson Co., Toronto, again had a fine display of their wares near the main entrance to the Industrial Building, the display being divided into three sections —plumbing supplies, metals and ready-mixed paints.

Robertson's high-grade paint products was a most complete display of the many staples and specialties manufactured and sold by this department of the Robertson business. Pyramids of white lead and putty kegs and cans, tables with samples of stains and enamels, furniture and metal polishes, cement fillers, Togolac and other specialties, helped to make up the exhibit, along with a variety of colors shown in bottles on shelving, and in the rear a large stock of Robertson's ready-mixed paints, carriage, barn and bridge paints. Cookson's genuine English white lead, the leader on the English market, and for which the Robertson Company have established a large demand in Canada, was also prominently featured.

Robertson's copperized metals occupied a prominent position in the display "Swastika" and "King" babbit metals being featured as containing the acme of pressure and speed in anti-friction babbit metals. Samples of the high grade solder and lead pipe made by the company were also shown.



CANADIAN NATIONAL EXHIBITION.—James Roberson Co.'s Display of Bathroom Equipment.



CANADIAN NATIONAL EXHIBITION.—Barnet Mfg. Co.'s Elaborate Refrigerator Display.

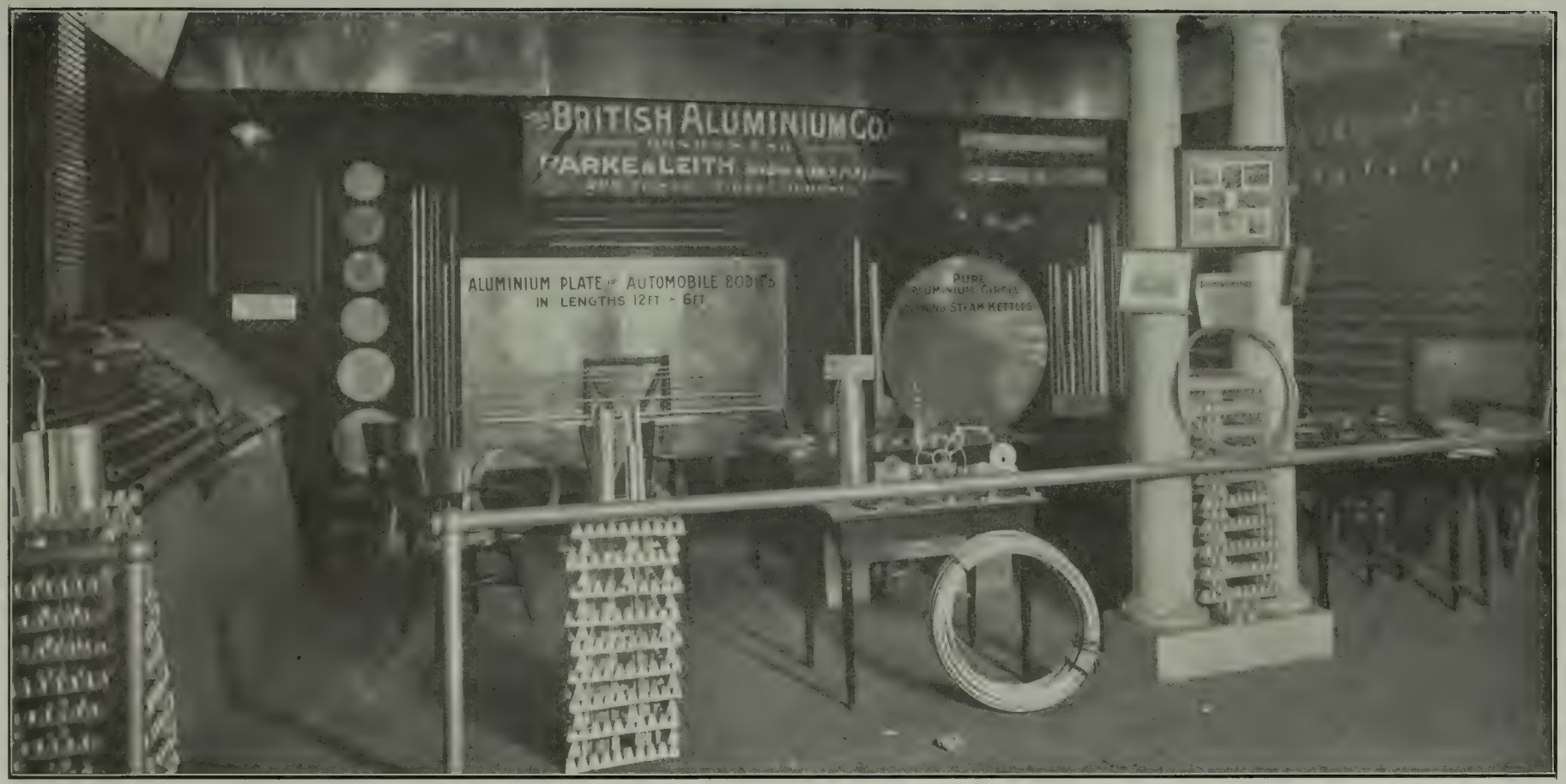
THE BARNET REFRIGERATOR.

The Barnet Mfg. Co., Renfrew, Ont., had a display in the Industrial Building which more than duplicated the successful exhibit of a year ago. For the "Barnet" refrigerator the claim is made that it "has no equal on the market." "A refrigerator that breathes" is the company's taking slogan. It has a free and perfect system of ventilation and circulation of cold, dry air, as was proved by the tests made at Toronto, Ottawa, Winnipeg, Victoria, Brandon, Regina and New Westminster fairs last year when a quantity of milk, fish, meat, onions, butter, cheese, apples, tomatoes, celery, oranges, lemons, bananas, matches and salt were locked and sealed in a refrigerator for 96 hours. When the refrigerator was opened the milk was found to be sweet; the vegetables and fruit were firm and had not imparted their odor to anything; and the salt and matches were dry, the latter striking and lighting on the inside lining of the ice closet.

The "Barnet" refrigerator is constructed on scientific principles and is the product of many experiments in that direction. It is hygienic; has a continuous current of pure dry air; is free from moisture; is clean, and easy to keep clean; its temperature is low and uniform—38 to 48 degrees; it is economical in ice consumption; and the interior linings are of snow-white baked enamel. In insulation there are eight walls to protect the ice and maintain a low uniform temperature inside.

The basic principle of odorless refrigeration calls for such arrangements of circulation and ventilation as will conduct the freshly-chilled air in regular channels. The "Barnet" system ensures a continuous circulation of dry air in the refrigerator. The cold air in the ice chamber descends to the bottom, striking a slant and being directed through the bottom of the provision chamber. It then ascends through the wire shelves and around the provisions, is drawn off through the syphons to the ice where the different odors are deodorized. By this system an unbroken stream of pure, dry, cold air is constantly circulating through the refrigerator, passing around the foods, cooling them and driving out all smells, thus leaving the contents in the refrigerator sweet, pure and cool and preserving them in a hygienic atmosphere.

Besides the "Barnet" this company makes as well the "Ontario," a cheaper refrigerator, which for ordinary purposes is claimed to work very satisfactorily. Considering their price the "Ontario" is splendid value. All the refrigerators made by the company are constructed of ash, birch or oak. They also build on special orders cold storages for hotels, grocers, butchers and restaurants.



CANADIAN NATIONAL EXHIBITION.—British Aluminium Co.'s Exhibits of Ingots, Plates and Wire.

BRITISH ALUMINIUM.

One of the most interesting and instructive displays at the Exhibition this year was that in Machinery Hall of Parke & Leith, general agents in Canada for the British Aluminium Co., Ltd. This company, which claims to be the largest producer of aluminium in the British Empire, has extensive works at Kinlochleven and the Falls of Foyers, Inverness, Scotland; Stangfiord, Norway, and Orsieres, Switzerland, carbon works at Greenock, Scotland, and rolling mills at Milton, Staffordshire, England.

The metal is produced from a species of clay termed "Bauxite," obtained from extensive deposits owned by the company in the south of France and at Larne, County Antrim, Ireland

The enormous increase in the industrial use of this until recently almost unknown metal is one of the most remarkable instances of rapid development of an extensive modern industry.

In the form of ingots, sometimes termed "pigs," aluminium is used either pure or alloyed with copper, zinc, tungsten, etc., for the manufacture of castings, combining lightness, strength, durability and fine appearance. Aluminium castings in many branches of industry have already taken the place of brass and copper on account of their relatively lower cost.

The uses of sheet aluminium are so many and so varied that to give a complete list would involve a survey of almost every known industry in which metals are used. The sheet is well adapted for spinning, drawing and stamping processes such as are employed in manufacture of cooking utensils and hollow-ware of all kinds.

As a substitute for copper, brass and iron, aluminium finds a large field in the form of tubes, the metal being very ductile and tough. It also has the advantage of being practically non-corrosive, except when subjected to the action of hydro-ehloric acid or caustic soda. On account of the high thermal conductivity and efficiency, aluminium tubing in heaters cannot be surpassed by any other metal Seamless drawn tubes can now be supplied in any gauge, and in any diameter from 1-16 in. to 6-inch, and in lengths up to 14 feet, and in round, square, rectangular and other sections.

The widespread adoption of aluminium as a substitute for copper for electric transmission lines, electric railway feeders, electric power circuits, etc., is now so great that comment is almost superfluous.

Parke & Leith, 205 Yonge St., Toronto, will be pleased to answer enquiries from any readers of Hardware and Metal who may require further information in regard to the uses of the metal, and as they have a large stock of the metal at their warehouse in Toronto, in all the various industrial forms, they can fill orders promptly.

ASBESTOS CEMENT SHINGLES.

In and on a small building erected of their own materials near the Machinery and Industrial Buildings the Asbestos Manufacturing Company, Montreal, Que., had a display which interested all connected with the hardware and building trades, the materials used in the construction of the building being Asbestos Building Lumber and Asbestos Cement Shingles, of which over 200,000,000 were sold in 1909 in the United States. The beauty and utility of the asbestos cement shingles attracted the attention of thousands of visitors during the two weeks of the Exhibition.

The great invention of a unique process for the practical production of a new fireproof building material, which invention has been patented in many countries and which material is so well known throughout all civilization, composed as it is entirely of Asbestos fibre and hydraulic or Portland cement, marks an epoch in the building industry, and a new birth in the matter of fire protection, so far as fire construction is concerned.

Perfectly fireproof and not affected by continuous moisture, frost, or subject to deterioration by the elements in any way it is obvious that Asbestos Building Lumber may be employed freely and confidently in a vast variety of places where ordinary wooden lumber has failed.

Primarily designed to replace the ordinary roof coverings only, its merits have been found so supreme that its employment by our best architects and engineers has extended to all classes of light constructive work wherein its many desirable qualities have supplanted other materials heretofore commonly in use.

It is perhaps superfluous to an educated person to say to him that Asbestos-Cement Shingles, Slates or Sheathing, made wholly of mineral fibre asbestos and hydraulic cement, are both fireproof and indestructible.

Both asbestos, or mineral flax as it is often called, from its peculiarity of crystallizing in fibres instead of in ordinary crystals, as is the usual case with mineral substances, and hydraulic cement have been known from the earliest times as among the most refractory of substances. The old Greek and Roman remnants of antiquity, composed largely of hydraulic cement, remain mute witnesses of this everlasting quality in this material. Asbestos fibre has remained exposed to the elements for unnumbered centuries without deterioration, while its well-known fireproof quality renders it the most suitable fibre upon which to agglutinate the cement deposited thereon in the course of manufacture. It is therefore evident, from the well-known natural qualities of these two materials, that nothing could have been selected that would have been more fire-proof, indestructible or everlasting than asbestos fibre and hydraulic cement as raw materials from which to prepare a permanent building material such as we have in Asbestos Building Lumber.

The Asbestos Building Lumber, composed of such a large percentage of Asbestos fibre, is naturally a tough material, not only for special work, but for ordinary building uses as well. Nails may be driven through it, by a quick sharp blow of the hammer, quite close to the edge without danger of fracture, Asbestos Building Lumber thus differing materially from all other sheathing materials in this important attribute of toughness and homogeneousness.

The main office of the Asbestos Manufacturing Co., Limited, is located at 705 Eastern Townships Bank Building, Montreal, and the factory—the only one of its kind in Canada—is located at Lachine, Quebec. Booklets and other information desired by hardwaremen who want to sesure agencies, can be had by writing to the address given.



CANADIAN NATIONAL EXHIBITION.—Asbestos Mfg. Co.'s Display of Shingles and Lumber.

WATER POWER WASHING MACHINES.

Cummer-Dowswell, Limited, Hamilton, made both a display and a demonstration of their power washing machines in the Industrial Building, four of the machines being connected up to the water pipes and a lady demonstrator being on hand to explain how dirty linen can be made clean without the wasteful expenditure of human energy.

In addition to the old favorites the "Velox" and "Ideal," the "New" Century water power" machine was shown, and it was universally conceded that this was a triumph in the making of thing entirely new in dolly washers. It has no fly wheels, gears, nor springs. absolutely nothing of an intricate or delicate nature. It has proven to be the simplest, lightest, easy running pin wheel machine ever devised.

Those living outside the cities and larger towns where the water conditions are not suitable for power washers were interested in the line of hand operated machines shown. These included the high grade "Flyer," "Snowball," "Triumph," "Re-acting" and "Sunlight." These machines are leaders in their respective types. Owing to lack of space the fine assortment could not be displayed, but dealers on Rolls are built up from specially treated shafts, coated with a pure gum cement, and then vulcanized as one piece. The result is that it is practically impossible for the rubber to break away from the shaft or peel—even with years of hard usage. The rolls are resilient and thoroughly durable, and dealers can have every confidence in selling them.

"Monitor" rotary lawn Clothes Dryers, "Leader" Churns and "Humpty Dumpty" egg crates were also shown and these three lines came in for special attention. "Leaders" were used exclusively in the butter making competitions in the Dairy Building,

The "Monitor" rotary lawn clothes



CANADIAN NATIONAL EXHIBITION. —Cummer-Dowswell's Display of Washing Machines and Wringers.

labor-saving household devices. The same splendid results can be obtained from it as from the "New Century" hand power washer, with the additional feature that it requires no operator.

The new motor mentioned in last year's exhibition number of Hardware and Metal is now perfected and about ready for the market. This motor is known as the "Bain," and is of the reciprocating type. Tests have demonstrated that the "Bain" washer will be the king of the dolly style power machines, it having greater speed and strength than anything yet shown. In the "Bain" and the "New Century Power," Cummer-Dowswell have two labor savers that cannot be surpassed.

The new rotary "Noiseless" is somerequest can quickly procure the company's 1910 catalogue, which illustrates and describes the 25 different kinds of washing machines they make.

A large assortment of clothes wringers formed an attractive portion of the display. Theese were shown in the high-grade "Arrow Brand," warranted for three and five years. Also "extra" and "Standard," guaranteed for two and one years respectively. With ordinary care these wringers will last five times as long as the warranty tags indicate.

In the rubber roll department of the Cummer-Dowswell factory, rubber is worked from the crude state, and they are not dependent on the manufactured article, which is decidedly uncertain.

dryer is an extremely handy device that saves many steps and much heavy lifting and other inconveniences in connection with the hanging out and drying of clothes.

Cummer-Dowswell, Limited, pride themselves on the quality, attractiveness and merit of their goods. Every machine is up to date, there are no obsolete patterns, and the material and workmanship is of the very best. Their "Arrow Brand" in connection wringers is a sure guide to the purchaser who wants something better than the rest.

Two officials of the firm, Geo. B. Dowswell, president, and F. T. Baine, secretary, were on hand to welcome the dealers and refer prospective purchasers to their local dealer.



CANADIAN NATIONAL EXHIBITION.—Berry Brothers' Exhibit of Fine Varnishes.

BERRY BROTHERS' VARNISHES.

The artistic exhibit of Berry Brothers, Walkerville, interested visitors not only by the taseful appearance of the structure, but by the handsome and instructive interior. The inside of the booth was handsomely paneled in natural woods, which are intended to show what Berry Brothers' Finishes will do in the way of a Finish. Visitors were noticeably impressed with the wonderful manner in which the grain and color of the various woods were developed and beautified.

The exhibit was one that appealed to the general public in a very practical and interesting way, as well as to painters and wood finishers. The interior finishing of a home is or should be one of great importance to the house builder, and the general public know so little about varnish generally that all practical knowledge of wood finishing should be regarded as a valuable mental asset. One of the pregnant points of interest made by Berry Brothers is the fact that it costs just as much to apply a poor varnish as a good one, and that while the good varnish will last indefinitely, the poor varnish will quickly perish or fade away and the job has either to go shabby or be done over.

Among other finished samples, Berry Brothers displayed numerous panels showing the remarkable finish produced by their Liquid Granite, which is intended for floors and other interior woodwork such as bathrooms, window sashes and sills, and other interior work that receives especially hard usage.

The finish shown on these samples develops the fact that it is so tough and elastic that if a sample is struck with a hammer or some blunt instrument, the wood dents under the blow, but the finish gives with it without cracking.

Berry Brothers make varnishes for every use under the sun, and almost everyone is interested to some extent at least in varnish and should know something about it. They have now a book in press called "Choosing your Varnish Maker," that should be in the hands of every possible varnish user. It is full of information and will be ready soon. Dealers who desire a supply to distribute amongst customers should send in their addresses at once to Berry Brothers, Limited, Walkerville, so as to ensure receiving a supply when the first edition is ready.

Berry Brothers are conducting an extensive magazine publicity campaign to assist dealers and in connection with this they supply window trims to connect the dealer's store with the magazine ads.

The exhibit was in charge of Frank Douglas.



CANADIAN NATIONAL EXHIBITION. —Store Front and Window Glass Display Made by Pilkington Bros., Toronto.

PILKINGTON'S GLASS.

The stand of Pilkington Bros., Limited, in the Process Building, formed one of the centres of attraction for those interested in building and in the glass business. Probably the first thing striking the eye was the model store front of plate glass, with the special brass dividing bars, making an ideal display window for any class of goods. To the transom lights, however, special attention should be drawn as the bevelled plate lights, with the chipped and gilded letters, formed a very pleasing alternative to the stereoptyed leaded transoms seen in almost every store.

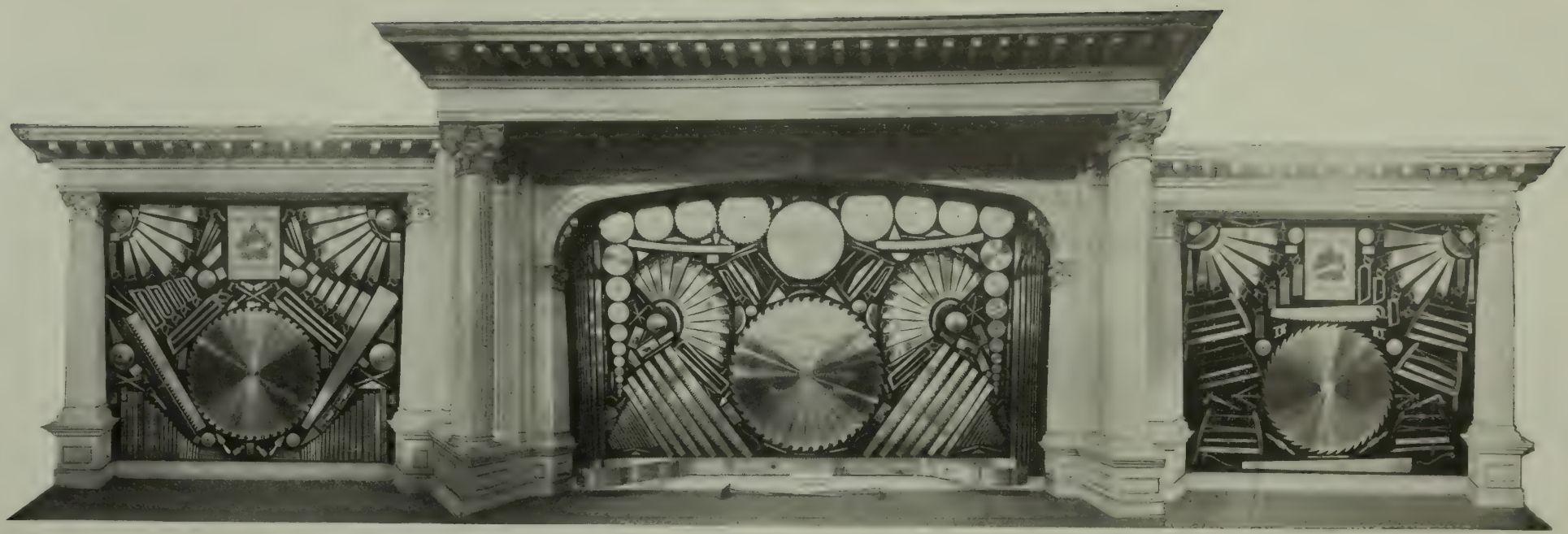
But the hardwareman is probably more interested in the sheet glass proposition, and in this direction the qualities of the firm's manufactures were admirably displayed. The pyramid of sheet glass, built of reducing sizes from the base upward, showed the flatness and uniformity of thickness in addition to a quality that can only be obtained by careful labor. Besides the plain sheet there were also shown samples of enamelled, obscured, colored embossed and ornamental window glass and leaded windows for domestic and ecclesiastical buildings.

In the interior of the stand were shown the effects of the patent wired rolled glass and polished wired plate, which were displayed, together with a shattered sample showing this particular kind of glass as a sure preventive of the spread of fire and a safeguard against the possibilities of burglary. This rolled, cast and clear-polished wired glass is recommended to architects and others interested in buildings of fire-proof construction.

The company say that fire insurance companies make reductions in rates for buildings glazed with wired glass, as it is invaluable in warehouses and similar buildings where inflammable goods are stored, this description of glass holding together without breaking although it may become red hot. Wired glass also does away with the necessity of shutters, because it is difficult to break.

The rays of light which enter lower floors and basements through the prismatic glass are diverted horizontally, thus securing an even and natural illumination over the whole department.

The firm is an old established one, having branches in all parts of the world. Their head office and works are located in St. Helens, England. In Canada they have branches in Montreal, Toronto, Winnipeg, and Vancouver, where any of their manufactures can be obtained.



CANADIAN NATIONAL EXHIBITION.—Elaborate Display of Saws Made by Shurley-Dietrich Co., Galt.

SPLENDID SAW DISPLAY.

The exhibit of the Shurly-Dietrich Co., whose Maple Leaf Saw Works at Galt is the largest in the British Empire, occupies the whole side of one of the alleyways connecting the Industrial and Process Buildings, and the exhibit being placed entirely on a specially constructed, prominent stand along the wall, with a wide open space separated from the alleyway only by the iron pipe railing, gives a roomy and airy appearance which is absent from most of the other displays in the various buildings at the exhibition.

The permanent stand which is used year after year by the company is divided into three sections, one large display division in the centre, with two smaller sections at the ends. The arrangement of the saws on each of these large display boards is most artistic, the attention of visitors and passers-by being immediately focused upon a large circular saw seven feet anl four inches in diameter, located in the middle of the centre section. Around this large saw are groups of saws of every size and for every use imaginable, from the small circular saw one-inch in diameter, and the fine $\frac{1}{8}$-inch band saws used by mechanics in scroll work, etc., to the large 18-inch wide band saws, used in saw mills, from 50 to 60 feet in length. Ranged in the display are cross-cut saws, buck saws, ice saws, carpenter's saws, panel, rip and hand, compass saws, key hole saws, butcher saws, hack saws, pruning saws, and many other types, as well as samples of trowels made by the company. The exhibit this year is a larger and more representative display of saws than previously shown, the entire display being devoted to the one line.

To hardware merchants and carpenters who visited the display, the No. 1900 Maple Leaf hand saw was one of the most attractive features which interested them. Like other products of the Shurly-Dietrich plant, this saw is made from the finest grade of razor steel, tempered by the secret process which gives the blade a remarkably keen cutting edge and even temper throughout. The saw is perfectly ground, having a true tapered back and being fitted with a genuine apple wood handle.

Another saw of interest to hardware merchants is the Maple Leaf Racer cross-cut saw which continues to be a leader in its class, being fast cutting and economical in its operation. It is used largely by farmers, and lumbermen having staffs of men at work in the woods. By its special construction with thin back and slanting gullets, the sawdust is discharged perfectly, and every tooth of the saw is always cutting, this accounting for its special fast cutting qualities. The Improved Racer is also tempered by the Shurly-Dietrich secret process and is likewise made from the special razor steel used by the company in all its "Maple Leaf" products.

The "Maple Leaf" Saw Works was first established in Galt in 1874, the founders having learned the art of sawmaking in the works of the Flint Saw Works, at Rochester, N.Y. One of the first products was the lance-tooth saw, and the favor which this style of cross-cut saw found was the means of building up a large trade for the new factory, not only in Canada, but for export to the Western States, where "Maple Leaf" saws are handled in large quantities, as a result of the demand created by satisfied users of lance-tooth Maple Leaf cross-cut saws.

The "Improved Racer" cross-cut saw, their present leader, is the result of a third of a century's development of the company's product.

In 1902, after fire destroyed the company's plant, it was rebuilt on a larger scale and much new machinery installed. At the present time a large new warehouse is being constructed.

At the Toronto Exhibition, George E. Boomer, sales manager, and P. G. Dietrich, treasurer, were in charge, while Mr. J. C. Dietrich, president of the company, also spent some time at the display.



CANADIAN NATIONAL EXHIBITION.—Moffat Stove Co.'s Large Display of Stoves, Ranges and Heaters.

MOFFAT'S NEW LINES.

Confining their attention to the manufacture of stoves and ranges it is easy to understand how the Moffatt Stove Company, Weston, are able to bring forward, year after year, such practical improvements in the construction of gas and coal ranges. This year was no exception to the rule and their well-known booth in the Stove Building contained several innovations which attracted the attention of visiting hardwaremen.

Greatest interest was probably manifested in the large line of gas ranges displayed, the new No. 16-56 Canada gas range being the centre of attraction at this end of the display. Its tasty design, coupled with its compactness and completeness, commanded attention, and on inspection the glass oven doors, the tile back, the visible oven burners and thermometers won the favor of those who are quick to grasp selling qualities in cooking apparatus. In this range there is a lower oven for boiling vegetables, four holes for cooking, over which is a tile back and shelf, while alongside is a broiling oven, baking oven and warming oven set over each other. The No. 16-50 Canada National gas range, with coal or wood fire-box attachment, introduced a year ago and sold in large numbers last winter, also attracted attention as did the Nelson gas range with double oven for natural or artificial gas. Another new product this year is a new circulating water heater for attaching to range boilers. In this heater a three-quarter inch copper coil is bent in such a manner that the flame from the gas burner radiates the heater much quicker and more economical than a straight coil.

In steel ranges the Nelson B was featured this year on account of its remarkably low price and good value and its serviceability as a competitive line to mail-order house ranges. Of substantial weight and attractive design, interchangeable grates, Scotch brick lined, drop oven door, nickel trimmed, high warming oven and reservoir attachment and made in 18 and 20 inch ovens, it contains features which make it ideal as a competitive range to be used by hardwaremen desiring to combat catalogue house competition.

The Nelson A, a companion range more reasonable in price, was available only in smaller sizes up to this year but is now made with a 20 inch oven.

The Canada B steel range is the Moffat Company's real leader, however, its beautiful design and silver-like finish making it attractive to buyers who are looking for quality rather than cheapness. Its three years of success on the market is proof of its qualities as a high grade and easy selling range. In cast ranges the Classic and Welcome were again featured in the display.

A decidedly new baseburner line brought out this year by the Moffat Company is the new "Magic," a moderate priced baseburner containing all the features of the high priced lines. It is constructed on the double heating principle and is made in two sizes with twelve and fourteen inch firepots. An attractive feature is the easy manner in which the firepot can be taken out, it being unnecessary to remove a single bolt. The feeder can be removed with equal simplicity. The nickel work is all loose and of semi-plain design. The "King" baseburner, one of the company's established lines, was also displayed.

A new line of cheap oaks, which it will pay any dealer to investigate, is called the "Derby," has also been added to the Moffat products, they being made in eleven, thirteen, fifteen and seventeen inch sizes.

It is safe to say that no hardwareman who visited the exhibition failed to visit and inspect the Moffat Company's exhibit, but as many retailers were unable to visit Toronto at this time the company offer to send catalogues illustrating any of their products to any dealer requesting same.



CANADIAN NATIONAL EXHIBITION.—Supreme Heating Co.'s Display of Fuel Saving Steel Ranges.

SUPREME STEEL RANGES.

This was the second year's exhibit of The Supreme Heating Co., Welland, and their display in the Stove Building was one of the tastiest at the exhibition, their booth being decorated in green and white and surmounted by a canopy. The goods were so arranged that they were shown to their best advantage, and the company received many favorable comments from their competitors, as well as from dealers and consumers. The "Supreme" principles of construction are claimed to be the most up-to-date employed by any maker on the American continent.

In the company's exhibit was shown a new "Supreme" cast range with elevated warming closet, the workmanship, detail and design of which are beyond criticism. The great feature of this range is the patented device known as the secondary combustion tube, which is a great fuel saver. The company claim that with their "Supreme" ranges they can cut the fuel bill in two, and save 50 per cent. of the cost of either coal or wood. By this secondary combustion tube the unconsumed gasses are ignited and carried down under the oven, up the back of the oven, and then across the top of it to the smokepipe, making a complete circulation. The "Supreme" range is made in various styles, every part being made of superior materials. Every stove is hand-riveted. The bodies are of 20-gauge Wellsville polished steel, and the ovens of one-piece 16-gauge Bessemer steel. The reservoir holds nine gallons of water, and this water can be brought to boiling point, say the company, in less time and with less fuel than any other range. The water heater is convenient, durable and effective; the waterback can be taken out or installed inside a minute, and its use removes one of the leading expense items in the maintenance of the ordinary range. The graduated scale obviates the use of a pipe damper, as it is a perfect draft regulator. Every "Supreme" range is fitted with a thermometer, and the enlayed pouch-feed door can be used for broiling, toasting or adding fuel to the fire.

The "Supreme Oak Heater" is a strictly high grade base burner. As with the "Supreme" ranges every care has been given to its manufacture, only the best materials are used, and it has been thoroughly tested. Its ornamentation is pleasant to the eye, and it is built in strict harmony along artistic lines.

The "Supreme" gas stove line is just coming through the company's factory. It is made to consume both natural and artificial gas, and lays claim to being equal to any American make. In construction the Supreme Heating Co. have adopted every new design and contrivance known.



CANADIAN NATIONAL EXHIBITION.—Percival Plow & Stove Co.'s Exhibit.

COLONIAL STOVES AND RANGES.

One of the most noticeable displays in the Stove Building was the "Colonial Combination" coal and gas range, shown by The Percival Plow & Stove Co., Merrickville, Ont. Both coal and gas may be used separately or at the same time in this stove. This range takes up very little more room than the ordinary coal range, and is fitted with removable nickel trimmings, large 20-inch oven for coal, and both baking and broiling ovens for gas, besides having three cooking burners and a small simmering burner. It is finding ready sale in the large cities where space in the kitchen is usually limited.

Another line shown by this enterprising firm was a very pretty steel range which they have just added to their "Colonial" family and known as the "Colonial Princess." This stove has removable nickel trimmings, key-plate top, cast iron fire-box trimmings, 20"x22" oven and several other new features—loose oven bottom that can be replaced at any time without dismantling the stove; an adjustable flue-strip that is convenient in governing the draft for poor chimneys; and a simple arrangement by which the front keyplate can be lifted and locked up by the use of the ordinary lifter, no matter whether the range has a high closet or not. It also has a large copper (encased) reservoir, and screw draft dampers. The "Colonial Princess" should be a winner among the steel ranges now being sold.

A third line that was of particular interest to many was the "Imperial Base-burning Oak." This stove is a combination of an "Oak" and a base burner, having all the advantages of the former besides having a base flue which carries the heat around the bottom of the stove, assuring a warm floor, and giving the operator perfect control of the fire, either with hard or soft coal, coke or wood. The stove also has a double body, and a hot air pipe can be connected to carry the heat to any particular room desired. It is fitted with revolving and shaking grate, has a gas-ring where the air can be taken in and consumed with the coal gas, also a cast lining protecting the steel body, and is a powerful heater at a reasonable price.

The "Colonial Prize" made in either eight or nine-inch tops and in 18 or 20-inch ovens, was also much admired for its beautiful design and convenient features, which were appreciated by both customers and visiting stove dealers.

Although the company did not exhibit its plow line the firm still claim to be the manufacturers of the best plows in earth and invite correspondence from hardwaremen who are interested in that line of goods.



CANADIAN NATIONAL EXHIBITION.—Hall-Zryd Co.'s "Pilot" Line of Stoves, Ranges and Furnaces.

PILOT STOVES AND RANGES.

The newest and latest product of The Hall, Zryd Foundry Co., Grimsby, Ont., is the "Dreadnaught Pilot" cast range, "the only 'Dreadnaught' built in Canada," and this stove was made the central feature of the company's exhibit in the Stove Building. The display was attractively set off, the walls being being panelled in green burlap with white wood borders, and green covering on the floor. The management of the company state they are emphasizing the stove business, and this can be understood when one considers the amount of capital being expended on the company's new plant. Messrs. Hall and Zryd prsonally looked after the exhibit, and they were assisted by their representatives in Eastern and Western Ontario, Messrs. Norton and Cain.

The "Pilot Line" is the title given this company's products. The features of the "Dreadnaught Pilot" cast range are a square steel oven; duplex double-shaker draw-out grate; cast iron linings: large roomy ash-pit; large pouch feed door; swing gate door; powerful water-front.

The "Pilot Pillar" in six styles and six sizes; the "Pilot Peary," in six styles and two sizes; and the "Pilot Western" in six styles and two sizes, are also prominent lines that were shown, their especial point being commented on.

The "Pilot Brilliant" and "Pilot Oak" heating stoves, each in four styles and four sizes, proved attractive to a great many hardwaremen and customers who visited the exhibit. Each of these stoves has a centre dump shaker grate, and they are both high grade heaters.

The "Pilot Success" furnace is working itself well to the front among hot air heating goods. It has proved itself successful everywhere. It is of Canadian design and is specially adapted for Canadian winters. In construction the radiator is divided by a baffle, giving the "Success" twice the fire travel of any other furnace. The combustion chamber is large and roomy and made extra strong and durable. There is a large air space between the inner side of the radiator and the dome. The "Success" has a great many other special features principally devoted to economy in the use of fuel. It is guaranteed to save 25 per cent. of the cost of fuel.

The "Superior" furnace is made in one size only, and is adapted specially for small dwellings. It has an 18-inch firepot and is 42 inches high.



CANADIAN NATIONAL EXHIBITION. —Canadian Heating and Ventilating Co.'s Display.

NEW EMPIRE STEEL RANGE.

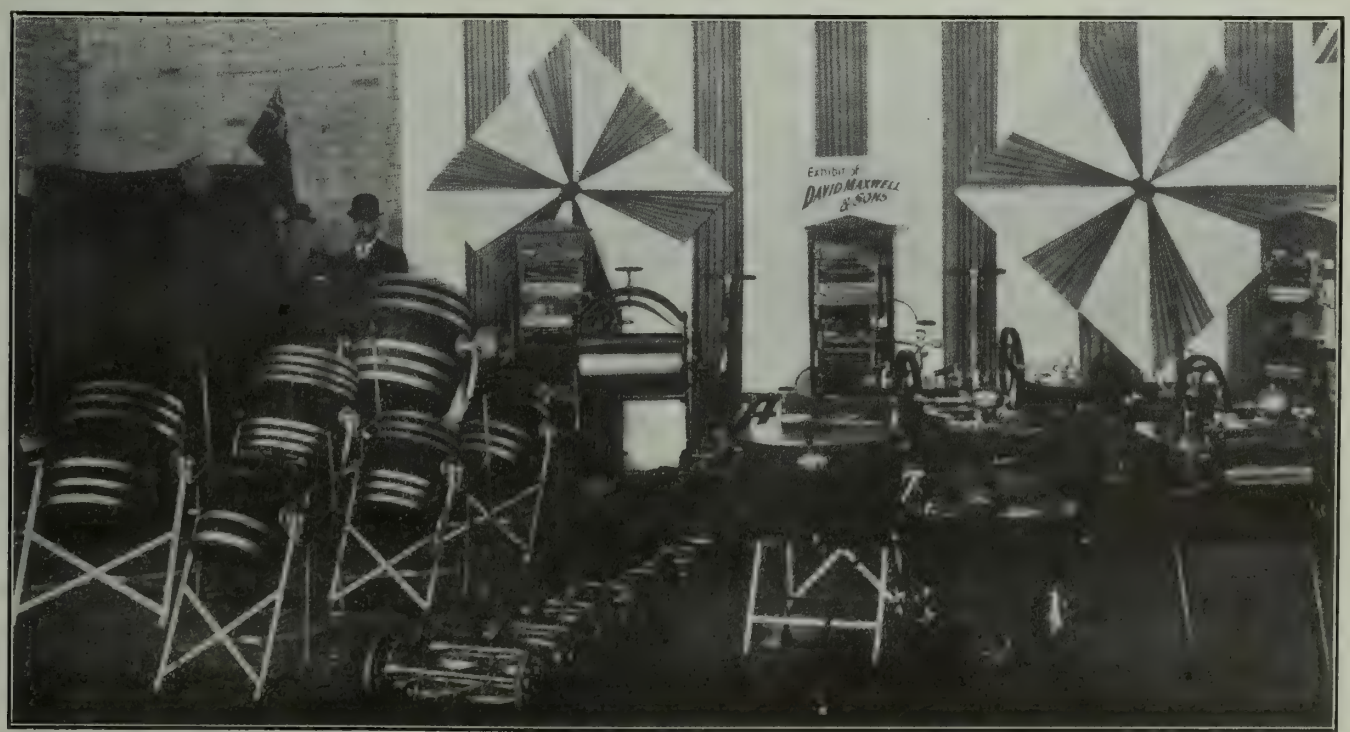
A new feature in the exhibit of the Canadian Heating and Ventilating Company, Owen Sound, this year, was the new "Empire" steel range, made in a design very attractive because of its simplicity and plainness. It is made in four sizes and is of the same draft construction as the "Empire Queen."

The "Empire Queen" range and the "Empire Chinook" steel range, so favorably known to the trade, were also prominently shown in the display. It is unnecessary to repeat here the good qualities of these widely-known ranges. The "Joy Malleable," too, needs little discription, as in Western Canada, where its chief market is, it has an established reputation as one of the most high class ranges on the market.

The "Empire Oak," made in four sizes, has a new feature in that it is fitted with duplex grate, both dump and shake. It has a double mica door and removable magazine.

An entirely new line is the "Empire Quebec" heater, made in four sizes of attractive design with a nickel band around the top and a nickeled ash door.

In the furnace line the "Empire King" furnace was again shown along with a most complete line of registers, comprising side wall and floor finished in black, oxodized and nickel in an attractive Moorish design.



CANADIAN NATIONAL EXHIBITION. —Display of David Maxwell & Sons' Products.

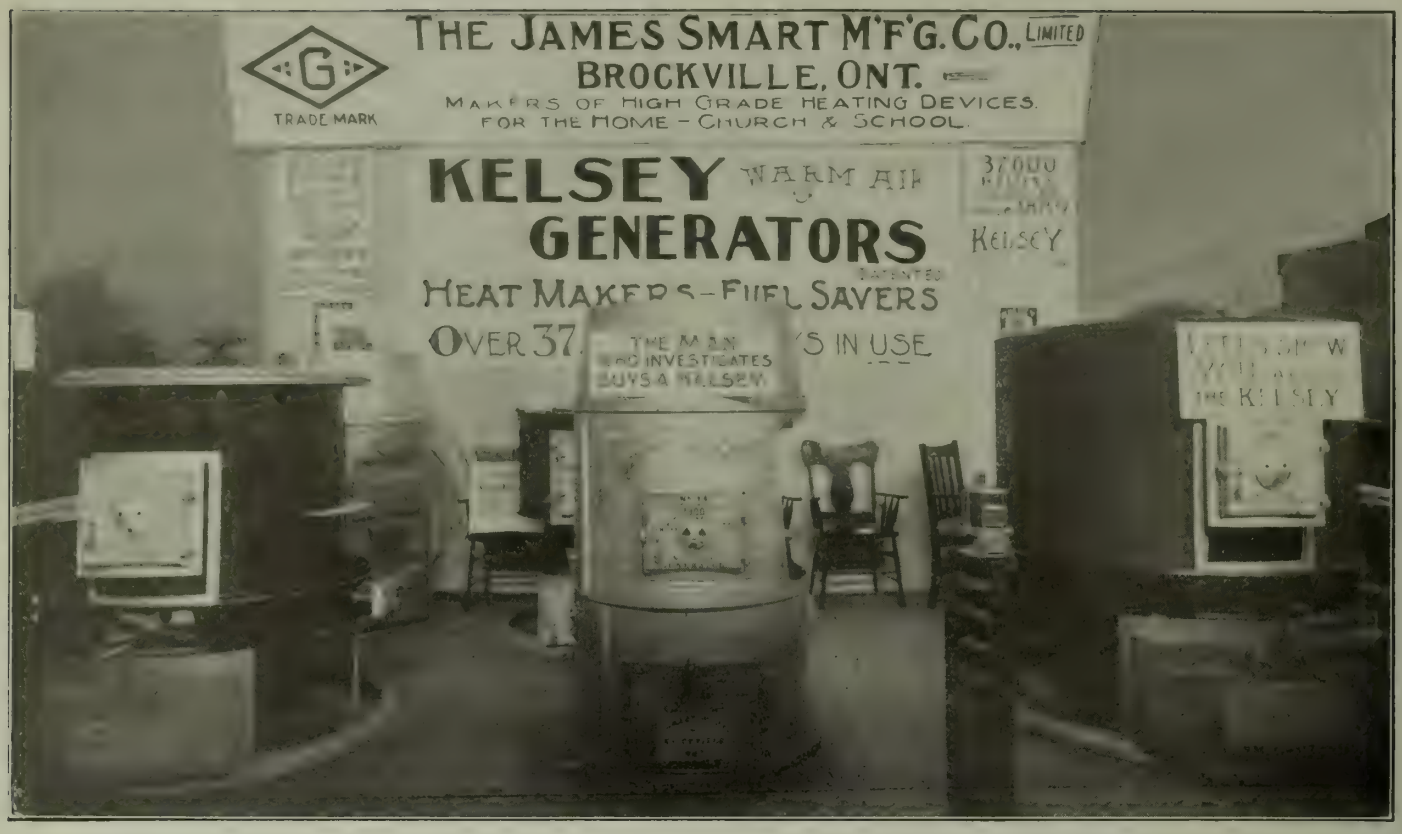
CHAMPION HIGH SPEED WASHER.

Among the many exhibits of labor saving devices for women was the display made by David Maxwell & Sons, St. Marys, under the grand stand.

The centre of interest was undoubtedly the "Champion" high speed washer, operated by hand, but especially easy running on account of the gear arrangement of the heavy balance wheel, one stroke of the hand lever causing the wheel to revolve four times, and this momentum relieving the operator of the weight of the clothing in the tub.

The "Favorite" churn, another of the Maxwell Company's leaders, was also a centre of attraction, it being shown in both double hand lever and foot and hand lever, the latter being a feature exclusive to the "Favorite." Lawn mowers, wheel barrows and bag trucks were other Maxwell products shown.

John Maxwell and J. W. Gallagher were in charge of the display.



CANADIAN NATIONAL EXHIBITION.—Display of Kelsey Warm Air Generators.

KELSEY WARM AIR GENERATORS.

One of the most interesting exhibits in the stove building was that of The James Smart Mfg. Co., Brockville, Ont., sole Canadian makers of the Kelsey Warm Air Generator, who devoted all their space to this one line. The Kelsey Generator is unlike any other warming device. It is really a hot water boiler converted into a warm air generator. Its method of warming the air in separate currents is claimed to be the best method, as the warm air is always controlled and can be sent in any desired direction, besides warming all the rooms in the house all the time. The fire-pot is an unique and important feature of the Kelsey construction. It is built on the principles of the tubular boiler, with long, hollow corrugated sections. The grouping of these 8 to 16 sections, side by side forms the fire-pot and combustion chamber. Each section is a separate warm air generator which expands and contracts independently.

ALUMINUM KITCHEN WARE.

Located near the stove displays in the stove section of the Industrial Building was another display which interested every hardwareman. No matter what make of stoves he sells, every dealer is interested in kitchen utensils, and the large variety of aluminum household articles on display in the booth of the Northern Aluminum Co., Toronto, was always surrounded by a crowd of interested dealers

The Northern Aluminum Co. is the only company in Canada that manufactures aluminum metal. They have invested several million dollars in a plant at Shawinigan Falls, Quebec, where advantage is being taken of the water power to reduce aluminum from its ore. Here is made ingot, in all forms, as well as wire and cable for transmission lines. The ingot is sold to steel companies for use in making steel, and to casting companies for making all kinds of aluminum castings. Many power companies



CANADIAN NATIONAL EXHIBITION. —Northern Aluminum Co.'s Display of "Wear-ever" Cooking Utensils.

have used aluminum cable for transmission lines, chief of which is the Hydro-Electric Power Co. Aluminum sheet is used extensively by automobile companies for bodies and hoods. Sugar refineries and pulp mills have also learned to use aluminum to good advantage.

In the past year ten thousand families throughout Canada have started to use "Wear-Ever." When once used, a customer is made for "Wear-Ever," and the demand is ever increasing. Heretofore aluminum ware has remained on the shelves in stores simply because people really did not know its worth, while the price and poor finish of the utensils destroyed any interest that prospective purchasers may have had in the ware. During the past year, through a unique method of advertising "Wear-Ever" has secured ten thousand enthusiastic users in Canada and hardwaremen are beginning to realize that their stock is not complete without a full line of "Wear-Ever" utensils, and many of them are taking advantage of these goods to make fine window displays.

"Wear-Ever" hotel ware is made of 5-32 of an inch metal, and is practically indestructible. The trays have been placed in almost every first class hotel throughout the Dominion. This is the only tray that does not buckle or warp, nor soil the linen in any way.

The Northern Aluminum Co. has a warehouse at 106 Front Street East, Toronto, and is in a position to fill all orders promptly. A postal addressed to their sales offices, 1,503-4 Traders Bank Building, Toronto will bring a catalogue.

RAMSAY'S PAINTS.

A. Ramsay & Sons, paint manufacturers, Montreal, had one of the most artistic displays in the Industrial Building, choosing to demonstrate their paints as actually used on buildings rather than showing the cans of paint themselves. The four model houses set on a lawn, cut up with imitation cement walks and backed by painted scenery, were certainly an attraction for both big and little folks. The model houses are supplied to hardware merchants for window disp'ay purposes,

CIRCLE WATERPAN FURNACES.

Having originated a new idea in furnaces construction this season, the James Stewart Manufacturing Company, Woodstock, secured a space in the Stove Building at the Toronto Exhibition in order to demonstrate the value of their idea to dealers and furnace users and so great has been the interest displayed by the hundreds of visitors at their booth that they are very much gratified with the results of their experiment

The "Good Cheer" furnace with the circle waterpan was, of course, the central feature of their display, one method adopted to show the utility and serviceability of the circle waterpan being the display of a number of two to five quart waterpans taken from other standard



CANADIAN NATIONAL EXHIBITION.—Model Houses shown by A. Ramsay & Son.

furnaces and showing them alongside the circular pan of the "Good Cheer" with its four to six gallons capacity. And to clinch the matter they picture an ordinary furnace and show how a furnace with an ordinary waterpan supplies humidified air to one flue only, while the "Good Cheer," with its circular pan, supplies moisture to every flue through which warm air is taken from the furnace. To further demonstrate their point they tell of experiments showing how flowers will grow in furnace heated rooms supplied with moistened or humidified air, while they die in rooms supplied by flues delivering unmoistened air. And they rightly argue that what is bad for plant life is bad for the lungs, etc., of the human body. The James Stewart Company invite hardwaremen who were unable to visit their display to send for circulars describing this latest idea in furnace construction.

Included in the display, of course, was the "Good Cheer" steel plate range in which the usual back grate rest is dispensed with, the grates being supported from the ends. The utility of this is proven by the fact that in the West where soft coal is used it is found necessary to replace the linings nearly every year in ranges of other construction. The makers of the "Good Cheer," however, have yet to ship their first fire box to the West because of the warping or burning out of these parts. The "Garnet," and the rest of the "Good Cheer" family of steel and cast ranges, baseburners, oaks, hot blasts, etc., were also on display.



CANADIAN NATIONAL EXHIBITION.—James Stewart Mfg. Co.'s Display.



CANADIAN NATIONAL EXHIBITION.—Onward Mfg. Co.'s Display of Vacuum Cleaners.

AUTOMATIC VACUUM CLEANERS.

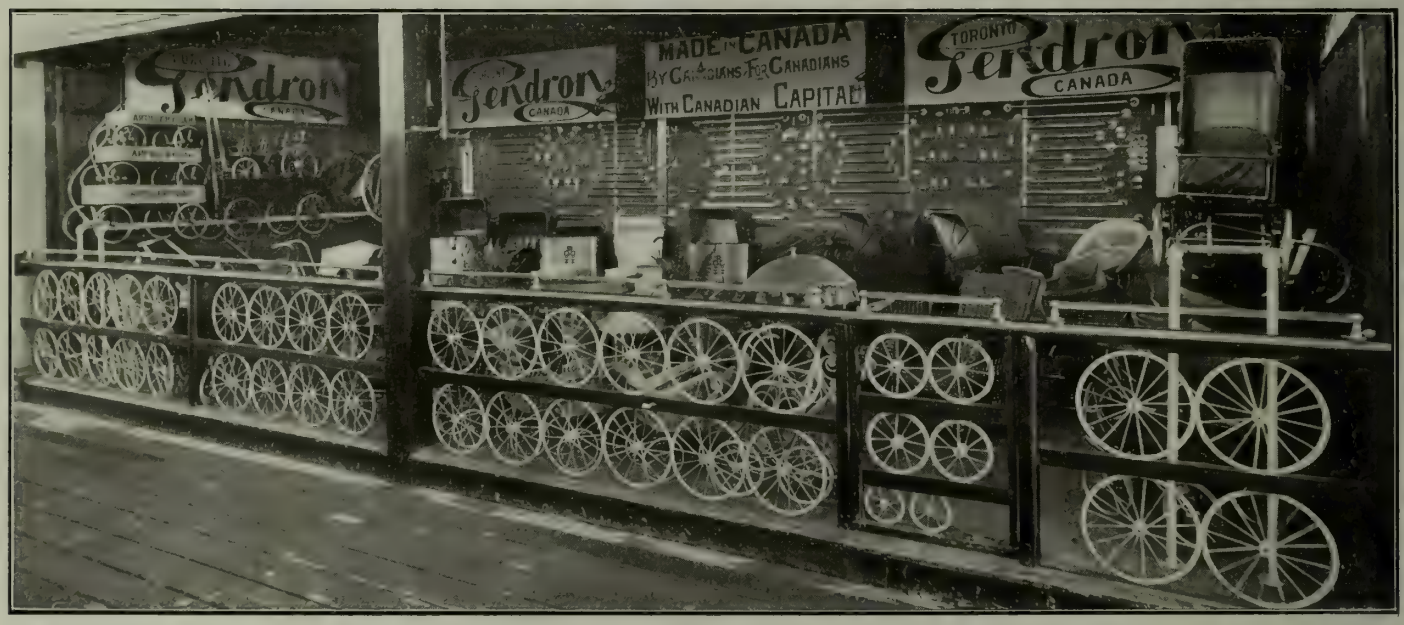
The Onward Manufacturing Co., Berlin, Ontario, had a display of Vacuum Cleaners under the Grand Stand.

The "Automatic" needs little introduction to the Canadian hardware trade, fifteen hundred of them having been sold last spring, while hundreds of orders had to be refused because of inability to supply the demand fast enough. An enlarged plant, however, now makes it possible to turn out a much larger number and orders can be promptly filled.

The "Automatic" hand power is different from other machines in that it has a blower as well as a suction attachment. In both of these operations the machine is very powerful and the air displacement is claimed to excel any other machine by at least one third

The "Automatic" electric machine is a powerful machine fitted with or without an enclosing jacket. Complete it weighs only 40 pounds and is easily removed from one location to another.

Included in the display was a table containing a variety of the popular "sliding furniture shoes" introduced into Canada a year or two ago by the Onward Company. Made with glass and metal bases these "shoes" are fast taking the place of casters on beds and heavy articles of furniture and hardware dealers are finding them a very salable line.



CANADIAN NATIONAL EXHIBITION.—Gendron Mfg. Co.'s Artistic Display.

CHILDREN'S VEHICLES.

Probably the finest display of children's vehicles and reed furniture at the exhibition, was that of the Gendron Mfg. Co., Ltd., Toronto, in the Industrial Building. The accompanying illustration will give a good idea of the class of goods and the taste used in displaying this company's manufactures. The background of the exhibit was trimmed with a complete line of bathroom fittings, a new line made by the Gendron Mfg. Co.,

At the end was a raised railing, containing a boy's new express wagon, called the "Artillery Car." The body of this wagon was painted grey with a black gear and a curved iron handle, which is to be used for coasting.

For 1911 a complete line of collapsible go-carts was exhibited, including all the most up-to-date styles and motions. It is wonderful to note the improvement on this line of vehicles. Collapsible go-carts called "The Tourist" were in this arrangement, the Gendron Mfg. Co. being selling agents for Canada.

A noticeable and new idea was in the baby sleigh department. This year hood tops are being placed on some sleighs, and they look good and comfortable, giving the baby all the protection necessary. The fence or railing was filled in with the Gendron patent wire wheels, with glass bars for a trimming at top.

Directly inside of railing was a display of dolls' folding go-carts made after the principle of baby collapsible go-carts.

The centre of the exhibit was furnished with a new line of reed furniture.

STOCK FOOD AND WASHING MACHINES.

The International Stock Food Co., Toronto, had a very attractive display of their preparations for all kinds of stock in the Manufacturers' Annex, under the Grand Stand.

This company manufacture a full line of veterinary remedies, all of which are sold on a positive cash guarantee to give the results claimed or cost the user nothing.

Their goods are being handled by over one hundred thousand dealers in Canada and United States and in the twenty years the company has been in existence it has built up the largest business of the kind in the world. This speaks well for the company and shows that they are progressive and up-to-date in their methods.

While they have agents in most of the towns in Canada there are some points open and any dealer who is looking for a good line that will add materially to his yearly profits should write the International Stock Food Co. for prices and terms.

This might promise an opening for hardwaremen in the west, and in fact in all country sections where stock is raised or kept to any extent.

The company also manufacture the famous Dan Patch washer, which is giving good satisfaction. The machine is guaranteed for 10 years and is claimed to be without doubt the easiest running washing machine on the market. Hardwaremen are invited to write for prices. The claim is made for this washer that it saves time, money and labor ; that it is the fastest and easiest washer made, and that it is a great clothing saver, never tearing the most delicate fabrics or pulling off buttons. It has a detachable wringer attachment. The Dan Patch is constructed on different lines from any other washing machine. The mechanism is concealed beneath the bottom, so there is no chance of it catching the clothes in the wash or the clothes of the operator. It is built by expert workmen, of the best material and on scientific principles.



CANADIAN NATIONAL EXHIBITION.—Big Display of International Stock Food Co.'s Products.



CANADIAN NATIONAL EXHIBITION.—Dominion Roofing and Supply Company's Display.

MALTHITE ROOFING.

A fine exhibit of "Malthite" roofing was made in Machinery Hall by the Dominion Roofing and Supply Co., Toronto. This company are now manufacturing in Canada four leading lines of their roofing malthite—sand-coated, gravel-coated, mica-coated and asphalt malthite. Two of these lines which should appeal strongly to the hardware trade are the asphalt and sand-coated malthite. These materials are sold to the hardwareman at a low cost, and give him every opportunity to compete against shingles and metals.

The two-ply asphalt malthite is naturally the line most in demand, because it is used for such a vast variety of purposes. It is principally called for when old buildings are to be recovered, and is also much used on outhouses, sheds, barns, stables and on root and crop storehouses on farms.

The quality of malthite roofing is classed second to none. The base of the material is a heavy grade of wool felt which is densely saturated, waterproofed and then coated with a genuine natural asphalt—the highest quality it is possible to secure and one not made under a secret or artificial process.

"Malthite" roofings are guaranteed direct to the consumer for five, seven and ten years. The mica-coated roofing exhibit attracted great attention by its brilliant effect. It is specially adapted for dwelling houses.

The company's booth was decorated with blue and white bunting, while at the back a large sign brought attention to the different brands of roofing made by the company. Samples of crude asbestos taken from the company's mines in Quebec together with some asbestos fibre gave suggestions as to base of malthite and process of manufacture.

Model roofs showing the method of application of asphalt malthite were suggestive. This roofing allows of being painted any color. Suggestions, too, were offered regarding the application and forms of use of the other grades of "Malthite."

SPOONER'S COPPERINE.

Located on a prominent corner in the Industrial Building, Alonzo W. Spooner, Port Hope, had an exhibit of his famous babbit metal known as "Copperine," and Mr. Spooner spent a busy two weeks, and shaking hands with the numerous friends who stopped to renew friendship with him, and explaining the merits of his metal to those callers who have not yet learned to use "the best babbit metal on earth," as Mr. Spooner puts it. And certainly "Copperine" has a host of friends who are almost as enthusiastic about it as the jolly manufacturer himself.

One Flag, one King, one Empire, and one "Copperine," is Mr. Spooner's motto: "Copperine," he says, "is Mr. Babbit's metal plus a college education. It's the real thing—Canadian made and stumps the world. When any man offers you something better, remember he is not under oath. Copperine will do all any other metal can do, besides holding a larger reserve."

The hardwaremen who exclusively sell this metal invariably have the best metal trade, while those who grab for profits on cheap stuff lose by it. Buyers who get satisfactory goods will return for more goods. "Copperine" needs no introduction to Canadian engineers and manufacturers, mills, mines and saw mills. It is thoroughly well advertised and both goods and prices are right. "What more can the hardware trade desire?" asks Mr. Spooner, who claims to have been the first to first to start the hardware stores selling babbit metal in Canada.

Mr. Spooner has no travelers out selling to the customers of hardware merchants. When he appoints an agent he gives him exclusive territory and does not try to divide the business with him. "Once used, 'Copperine' will always be used."

STREET PARADE DISPLAY.

Kemptville, Sept. 12.—A paint exhibit shown by the hardware firm of Mundle & Percival, in a recent demonstration held here, created much attention. A small harmonium was concealed in the wagon, and a colored "chorus" composed of the staff sang popular songs as the procession moved along. One of the most popular songs went as follows:

We are the people,
Yes, we are,
Mundle, Percival
Rah, Rah, Rah.

With the flags of the wagon floating in the air, and the songs ringing out, the whole turnout was exceedingly popular.

A PRACTICAL ALTRUIST.

Nathan Strauss, when asked what had contributed to his remarkable career, said: "I always looked out for the man at the other end of the bargain." He said that if he got a bad bargain himself he could stand it, even if his losses were heavy, but he could never afford to have the man who dealt with him get a bad bargain.



CANADIAN NATIONAL EXHIBITION—Alonzo W. Spooner's Display of "Copperine."

TO LIVE IN GLASS HOUSES?

Roger S. Pease, a glass manufacturer of Pittsburg, predicts that within ten years people in this country will be building glass houses. He pictures this future structure as excelling in sanitary appointments, beauty, and durability any type now known. It all sounds like a fairy tale, but an exchange remarks that it was not so many years ago that the description of a building constructed from cement would have seemed equally preposterous.



Display Made by Kemptville Hardware Firm in a Street Parade.

The Window Displays of a Hardware Merchant

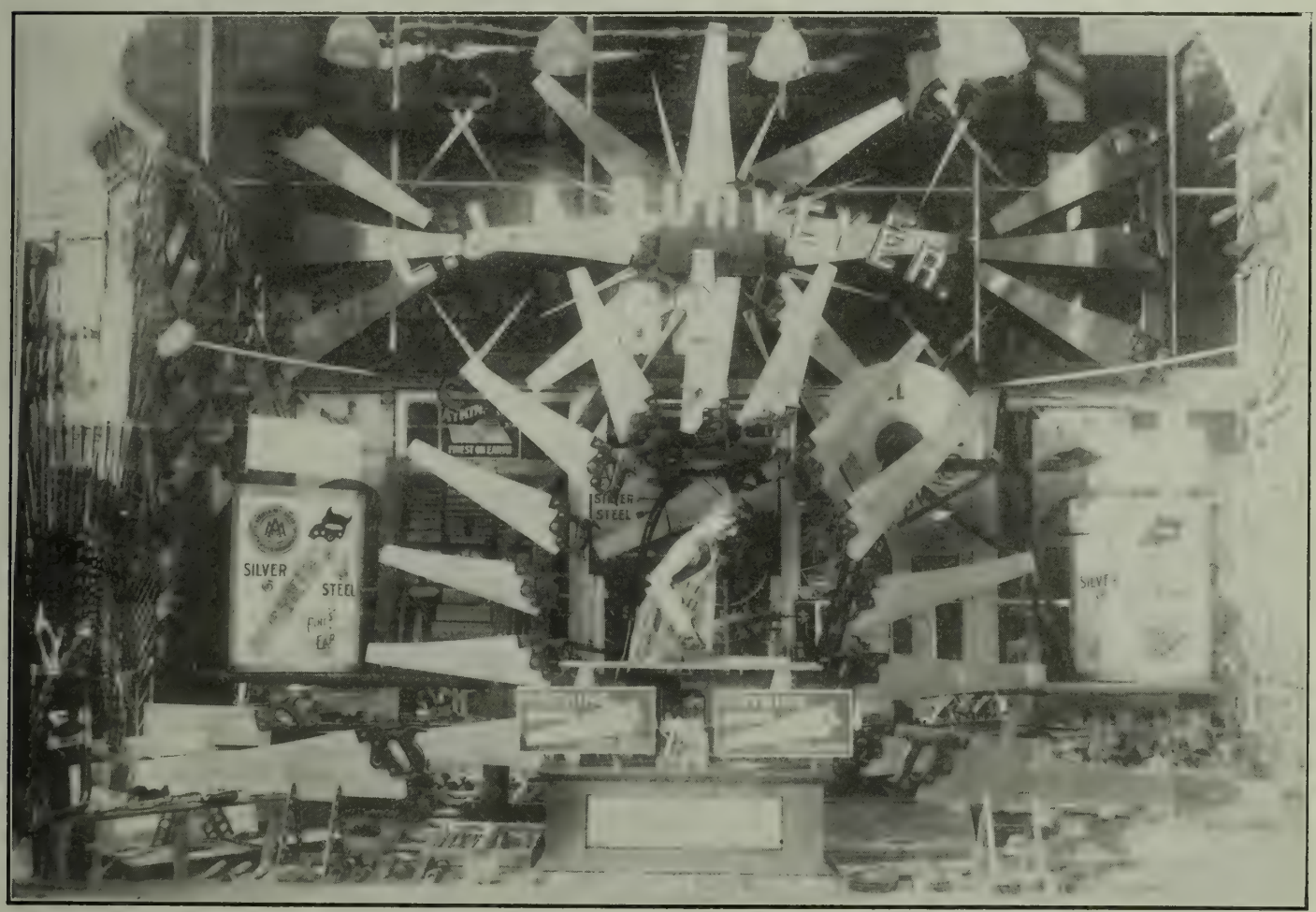
A Window Display is a Great Business Bringer—By it a Demand Can be Created—Effective Windows Demonstate the Live Store — Spectacular Effects are Not Essential—What is Neccessary is the Design That Tells the Tale —The Neglect of General Utility Goods —The Value of the Wax Figure.

It is hard to understand why some merchants take so little heed of their windows. No better form of advertising can be had than a window display. At very little cost, unless a merchant goes in for elaborate spectacular effect, most artistic displays can be shown which not only brighten up store fronts but cause people to stop to admire the goods that the merchant is handling. A man who is carrying a good stock should take his window illuminated even though the store may be closed for actual business.

The Live Store.

A store window is an indication of the progressiveness that is actuating the merchant. A window which always looks effective, and shows that careful attention is being paid to it, demonstrates a merchant who is keenly alive to all trade possibilities, and who is on the lookout

latter may be much dearer in price. It is the same in the case of two windows, the one looking well cared for and the other looking just the reverse. Take the window in which there is absolutely no attempt at display. The glass is dusty and fly marked. Goods are thrown in carelessly as if they were junk and the whole appearance of the store looking as if the merchant was on his last legs. People are very impressionable. They are not inclined to probe very deeply, and although the merchant with the dirty window may be financially much sounder than the man with the bright window, and although he may carry behind his dusty counters a much more comprehensive stock and a better quality one too, no one believes it, and in the end he loses the trade that should be coming his way.



Mechanical Saw Window Display Shown in a Montreal Hardware Store.

a pride in showing them to the public even though this demonstration has no material effect upon his revenue. But it is a well-known fact that a window display is a great business bringer, and that when properly arranged, and shown in a systematic series, can create a demand. Many instances are given where merchants have absolutely educated their communities to buying a certain class of goods for which there had been no demand at all. In fact, so important is a window display that during the evening it is advisable for a merchant to have to secure all the business that he possibly can. People like to deal with such a live store. There is a feeling, rightly or wrongly, that this man cannot possibly have any old or inferior quality of goods in his store. With such a window he must positively have the best goods on the market. It is the same thing as in the case of an article that is covered with dust. Show a customer two stoves, one with the nickel parts dimmed, the other looking as bright as the proverbial new pin. It is easy to know which one would sell the quicker even though the

Displays Not Difficult.

It is not as though a window display was a very difficult matter to understand or necessitated a great amount of financial expense. Any man with a little ingenuity and some idea of arrangement can with his ordinary stock produce attractive window effects. We have heard some hardwaremen say, when spoken to regarding the windows that it is all very well for the bigger man to talk about window effect when they have plenty of money and plenty of help to produce a most spectacular effect. It is doubtful

if spectacular effect does bring any business. It advertises the store generally. People may say "So-and-So has a wonderful window, have a look at it while you are passing to-day." This does not bring in actual business although it advertises the store. But if a merchant takes the trouble to have an artistic display of sporting goods, bringing out, particularly, his line of guns, revolvers, or knives or whatever it may be, then comment is made that "So-and-So is showing a fine display of guns." This brings the sporting man, who probably wants a gun, down to his window. All that is wanted in a good window display is a little time and a little trouble and that is at the command of every merchant, irrespective of the number of clerks or of the trade that he is doing. As a man takes a pride in his personal appearance so a merchant should take pride in the appearance of his store. It is the outward sign of progressiveness and of pride in one's stock. One hour spent in decorating a window will bring in more revenue than seven hours spent in standing behind a counter waiting for customers.

Merchants, too, now-a-days are greatly helped by the manufacturers. Cards, signs, window trim, small working models and all manner of things can be obtained by the merchant, especially so in the case of paints. But although the paint manufacturers are away ahead of other manufacturers in the matter of helping the merchants in their displays, still there are very few manufacturers now-a-days who do not get out aids to displays which merchants will find very useful.

Prettiness Not Everything.

In regard to the spectacular effect of a window it must not be forgotten that prettiness is not an essential feature of display. As one authority put it many merchants ignore their window opportunities because they think that the chief requirement of the successful window is to look pretty. It is not essential for a window to look pretty just for the sake of beauty alone. A window display is for the purpose of selling goods and if other points besides beauty or artistic display will sell more goods then give beauty the minor consideration. There are lines of goods that are so homely and commonplace that they are neglected as far as display goes. These are goods of use in household, kitchen, garden and farm. They cannot be made into handsome exhibits but they can be made into interesting exhibits which is of far more importance. It is well to give up more window space than is commonly done to general utility goods. People like to look at enamelware displays just the same as they look at elaborate displays, say of vacuum cleaners Then again many merchants seem to think that it is only the sporting display that can be made attractive. It is true a sporting display commands general attention but we are not all sportsmen, neither are we all thinking of buying a gun to-morrow. After all things that people are compelled to buy; things that are absolute necessities; should be easier to sell than those which are used infrequently.

As it has been pointed out the rent paid for a store is based to an extent upon the number of people who normally pass the door each day. That means the merchant is paying rent for the whole store which is in a measure based on the value of the windows as advertising space. If the window is neglected the merchants are throwing away rent money. Neglect the windows and the customers will neglect the store. Keep the windows filled with goods and live talking sign cards. Make the cards tell the things that people want to know about the goods and always make them absolutely truthful. An unsuccessful merchant once said. "I have tried everything to sell goods but telling the truth about them and now I am going to try that." He was never afterwards sorry for taking this step.

The Wax Figure.

Every now and then controversy arises over the question of spectacular displays and the suggestion is being put forward that hardwaremen should make more use of wax figures than they do. No doubt wax figures lend themselves to various displays such as vacuum cleaners, wringers, sewing machines and so on. As it has been pointed out by an expert in contending that wax figures are of great help to the hardwareman. Oftentimes a merchant will occasionally think up an idea on the novelty order in which a wax figure can be used to good advantage. He borrows one and proceeds with a clever novelty window. The results are easily shown, there is comment on all sides by the public, unusal attention is being attracted to his show window, and better sales should be effected during the run of this particular display. But the hardware man runs this until it is getting old, takes out the figure and returns it to the owner, then goes back to the same old window, containing a lot of goods with price tickets, the same old background, day in and day out, with practically nothing to serve as an eye catcher for his display saying "what I want is the business window," which he is not getting: "I don't want all this fancy work, it's out of place in a hardware store, anyway; its too much trouble and expense to fix," and thousands of other non-progressive remarks and arguments, merely saying these things without ever once allowing his brain to work and think. Therefore, if modern and constantly up-to-date properly trimmed window displays are maintained and prove themselves an indispensible medium for disposing of other classes of merchandise, why will it not do the same for the hardware merchant, if carried on in the same way? The newspaper can only say "we have the goods for sale"; a show window says "here they are" and in busy times, with competition as keen as a razor, something unusual must be placed before the public eye in order to to gain attention. With the use of wax figures in displays a man is many points ahead of his competitor. However care must be exercised in posing; harmonizing with the display and using them regularly." Of course, this contention is very well put, and no doubt figures will help in displays, but it does not affect the fact that a merchant with simply and solely the stock that he has in his store can produce windows that will not only reflect credit on the store, but bring in good business fully commensurate with the time and trouble that has been spent upon the display.

MECHANICAL SAW WINDOW.

A highly realistic mechanical figure representing a workman using an Atkins Silver Steel Saw, has been drawing crowds of interested Montreal people to the store of L. J. A. Surveyer. In fact policemen have had to control the crowds so that traffic could have way. With the figure in motion one can almost see the sawdust fly; while the design of the window, made up of an elaborate display of saws and other tools manufactured by E. C. Atkins & Co., Indianapolis, Ind., and Hamilton, Ont., and illuminated at night by Atkins' electrical signs, is remarkably effective in an advertising way, at the same time being educational as to what can be done with a good mechanical figure backed up by decorative skill. The window display was designed by Hector A. Bernier, of L. J. A. Surveyer, whose skilful efforts in this way have several times been illustrated in Hardware and Metal.

The Atkins Co. intend to exhibit the figure in one or two Montreal stores, and then to take it on a tour throughout Canada.

LONG MEMORY CAME HANDY.

Kincardine, Sept. 12.—W. J. Kilmer, who was in Kincardine recently after an absence of a dozen years, is now in the hardware business in Spokane. He has a good memory, and is a shrewd salesman.

One day a woman came into his Spokane store to buy a stove. She haggled about the price.

"You came from Ontario," said Mr. Kilmer.

"Yes."

"Well, if I tell you what particular part you came from, will you buy the stove?"

"Yes."

"You came from Grey Ox in Bruce County."

"How on earth did you know?" she asked. He told her his name, and she paid his price for the stove.

OPENINGS IN WEST.

The Industrial Department of the Canadian Pacific Railway announce that there are openings for hardware stores at Cowley, Alberta; Candahar, Sask., and Jansen, Sask.

Hardware Convention and Exhibition at Peterboro

Arrangements Well Under way for Sixth Annual Convention of Ontario Retail Hardware and Stove Dealers Association—About Two-thirds of the Space in Large Armories Already Allotted to Exhibitors.

Plans for the big convention to be held by the Ontario Retail Hardware and Stove Dealers' Association at Peterboro, Feb. 21 to 24, 1911, are nearing completion and it is expected that a meeting of the executive committee will be held next month to complete the arrangements and deal with other business before the Association.

The fact that this is to be the first convention held east of Toronto, is exciting a great deal of interest amongst hardwaremen in Eastern Ontario, and it is expected that there will be a greatly increased attendance from eastern and northern Ontario, while the members from western Ontario will be on hand in equally large numbers as in previous years as Peterboro is only a short distance east of Toronto.

As in previous years the convention will cover four days. The present plan is to devote every afternoon from 1.30 to 4.30 to convention business, the exhibition hall being closed during these hours. In the mornings the convention committees will meet.

The exhibition will probably be open each morning from 9 to 12 and from 4.30 to 6 each afternoon. Besides this the exhibition will likely be open Tuesday and Wednesday evenings, the first night to hardwaremen only with a special program of friendship creating fun, and the second night, a band concert being p rovided and the general public admitted, while the retailers are in an educational "Question Box" session.

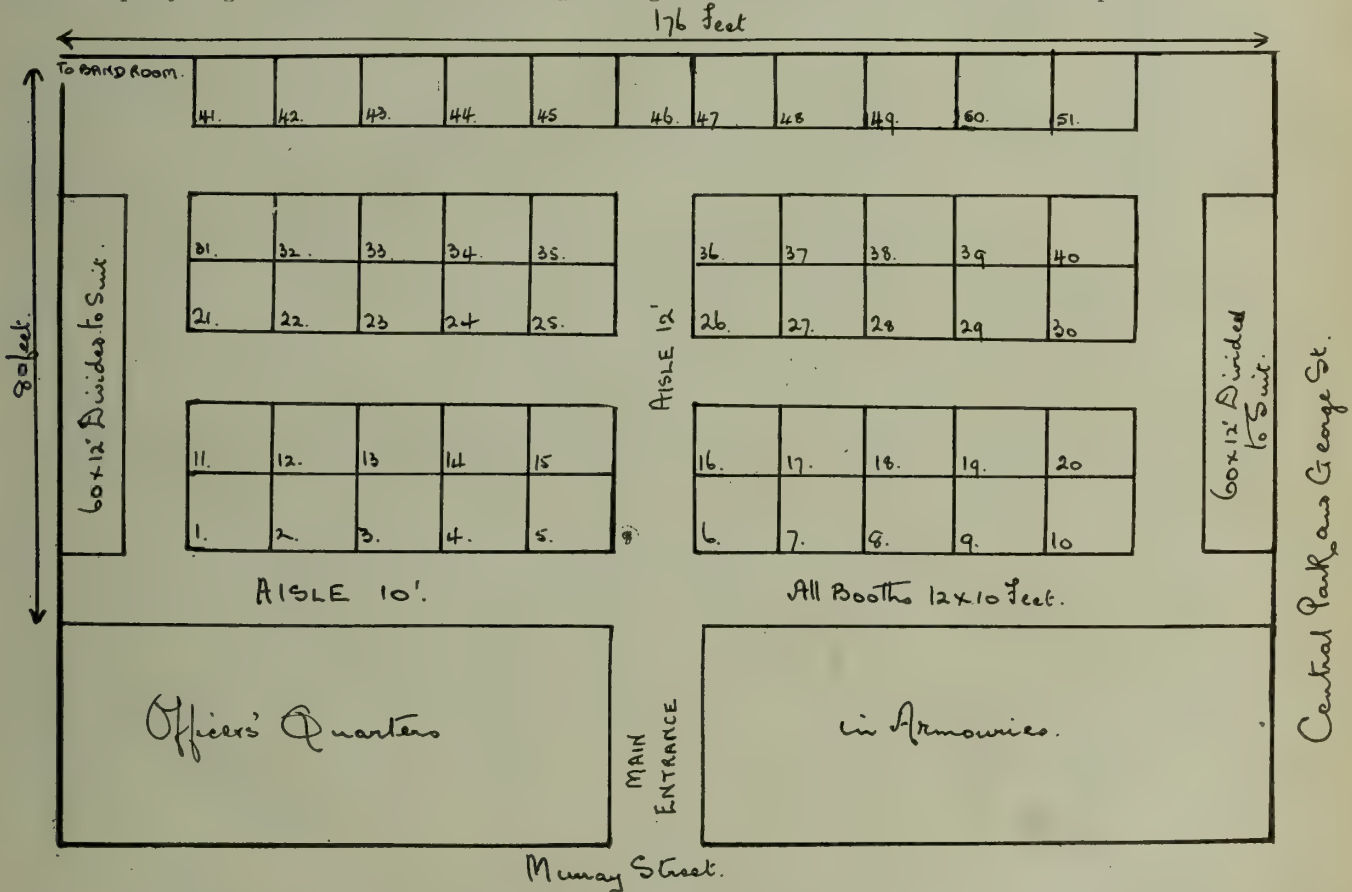
Certain hours will also be named each morning when Peterboro hardware manufacturers will be "at home" to visiting retailers.

On Thursday night exhibitors and retailers will fraternize again in a social event, which it is expected will excel in real enjoyment all previous gatherings.

The accompanying plan shows that the exhibition is to be on a much larger scale than attempted at previous conventions. The securing of the big armouries, 80x176 feet in size, made it possible to allow larger spaces to exhibitors, and booths at Peterboro will all have a frontage of twelve feet and a depth of ten feet, making 120 square feet, compared with 68 square feet at London, the prices charged being practically the same, and that exhibitors at previous conventions appreciate the opportunity of bringing their new goods before the retailers at the convention is shown by the advance booking so far made in response to circular letters sent out in August :

Booth No.
1 Metallic Roofing Co.,
2 Steel Trough and Machine Co.
3 Boeckh Brothers, Limited.
4 Cummer-Dowswell, Limited.
5 International Varnish Company.
6 Canada Paint Company.
7 S. F. Bowser Mfg. Co.
8 Dunlop Tire & Rubber Goods Co.
9-10 D. Maxwell & Sons.
11 Standard Paint Co.
14-15 Moffat Stove Co.
16 Gendron Mfg. Co.
20 Supreme Heating Co.
21 Pittsburg Perfect Fence Co.
22 Lewis Bros., Limited.
23 Clare Brothers, Limited.
24 Onward Mfg. Co.
25 Gillette Safety Razor Co.
26 Lufkin Rule Co.
27 McClary Mfg. Co.
30 D. Moore Co.
31 Brantford Roofing Co.
32 Tobin Arms Manufacturing Co.
35 Carborundum Co.
36 Goldie & McCullough.
40 Imperial Varnish Co.
41-2 Oneida Community.
43-4 Under option.
45 Northern Aluminum Co.
46 Brandram-Henderson, Limited.
47 James Robertson Co.
48 Rapid Tool Co.
51 F. W. Bird & Son.

The above shows over two-thirds of the booths already booked over five months in advance of the convention dates. The two large spaces at the end are being reserved for special exhibits to be made of "Made in Peterboro" hardware and "Philadelphia made hardware," plans being nearly completed for a composite display to be made by five Philadelphia firms, North Bros., Disston Saw Co., Enterprise Mfg. Co., Fayette R. Plumb Co., and the the Miller Lock Co., and for a similar display by Peterboro hardware manufacturers.



Peterboro Armouries Floor Plan Where Hardware Exhibition is to be Held Next February.

HARDWARE AND METAL

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WHERE MERCHANTS CAN LEARN.

In this issue of Hardware and Metal about a score of exhibits made by hardware, paint and stove manufacturers at the Toronto Exhibition are illustrated and described, the object being to enable hardware merchants throughout Canada, who were unable to attend the exhibition, to gather an idea of the new features and selling methods introduced at this year's big show.

The illustrations and descriptive matter will repay study as there are many progressive ideas shown in methods of displaying goods, as well as a review of the improvements made and new lines put on the market by manufacturers during the past year.

Attendance at the exhibition is, of course, the best way to gather ideas as there demonstrations can be seen first-hand, and display ideas can be compared in the mind's eye with like conditions in the retailer's store. Pointers can be picked up, too, by spending an hour or so watching the salesmen in the stove exhibits, listening to their talk to customers and taking note of how they show off the features of a range. The "mock sale" at the London convention of the Ontario Retail Hardware Association, was repeated scores of times during the Toronto Exhibition—minus the interested group of spectators in attendance at London.

Manufacturers intending to exhibit at the Peterboro convention of the Retail Hardware Association, can also learn a lesson from the experience of the past fortnight in Toronto. It was the demonstrations that caught the crowd. And at Peterboro demonstrations can be made to the men who control the sale of goods through retail channels. A manufacturer who "takes a space" at Peterboro and uses it merely as a place to shake hands with customers and pass out souvenirs is doing no kindness to the retailers, and little benefit to himself. If he does not go prepared to help his retail customers by giving them increased knowledge regarding how to demonstrate and sell his goods, he is losing an opportunity, which will likely be taken advantage of by competitors with more progressive ideas. Give the retailers more "selling pointers" and fewer souvenirs, and it will be better for both the manufacturer and his customer.

ANOTHER ADVANCE IN PAINT.

In consequence of the high figures ruling in linseed oil, paint manufacturers have either advanced the price of liquid paints, or are on the point of doing so. Those who have been watching the markets carefully have probably anticipated something of this sort, for it stood to reason that if quality was to be maintained makers of paints could not pay the price of linseed oil and yet charge old prices. As a matter of fact, considering the bullish tendency of all raw materials, the price of paint has been very carefully guarded, and only when there was no other course compatible with the preservation of the quality and the making of a just profit have manufacturers distributed trade by advancing prices. It is doubtful whether producers in other branches of trade would have been so slow to alter prices.

With the advance in the cost of paint, merchants must have no hesitation in raising their price to the consumer. The latter cannot complain. For years he has been paying far too little for his paints. Even now with the unusual marketing conditions he is only paying a fair price. The merchant who has confidence in his brands will meet the higher figures boldly, and when customer grumbles he must explain that this raising of price is a guarantee of quality, and therefore should be met willingly. The dealer who is afraid to advance his price is foolish and unbusinesslike.

This advance in paints bears out the advice that we have for some time been giving merchants. In our talks to dealers we warned them that the cost of paint would be raised, if linseed oil maintained its bullishness, and that the merchant who ordered his fall stock early would reap an advantage. Here we have visible proof of the value of that advice. The merchant who has ordered his fall stock can now feel pleased with himself.

The question will no doubt be asked, when is this advancing likely to stop. Is the present increase the last, or will merchants be up against another advance before they have thoroughly digested this one? There is this point to be remembered that so far as they can, makers will keep trade undisturbed from price changes, but after all it is simply a case of the cost of raw materials. If linseed oil becomes cheaper then the pressure will be removed from paint. So far the opinion seems to be that until the South American crop is harvested there will be no relief in the bullish tendency of flaxseed, as the shortage in the states will swallow up the Canadian harvest. Time alone can tell, but it is likely that the present advances, which will generally be a heavy one, will hold for some time.

SCARCITY OF CANADA PLATES.

A number of Toronto and Montreal jobbers handling Canada plates are annoyed at the delays they are experiencing in the import delivery of orders placed for these goods months ago. They state that hardwaremen in various sections of the country to whom they had sold these plates, promising delivery about September 1, are clamoring for their goods.

In reply the jobbers are explaining to their customers as best they can, suggesting that they order a few boxes from stock to keep them going pending the arrival of their import orders.

The jobbers state, too, that they have had considerable correspondence with manufacturers and supply houses in the Old Country regarding the delay in making delivery of these shipments, and only recently the latter replied that the volume of business has been so great and everybody wants delivery of Canada plates at the same time that it had been impossible to meet the demand.

In the meantime jobbers' stocks are getting low and the market is tightening up. Montreal has already advanced prices 15 per cent. and some prophets say Toronto will do likewise in a few days.

KEEP THE WINDOWS LIGHTED.

Now that the days are growing shorter the question of lighting the show windows again becomes an important question.

In a city of about 15,000 population, one evening recently, Hardware and Metal noticed that the windows of all the hardware stores were dark. At first thought we concluded that there must be something wrong with the incandescent circuit, but we were informed that it would be very unusual if the store fronts were illuminated.

The retailers of the city in question are leaving idle one of the best and

cheapest advertising mediums that is open to them. There, as everywhere else, many people pass down the streets in the evening and, if given an opportunity, the ladies would look for interesting offerings in the windows. They have more leisure then to do so than during the day.

In this connection we might mention the experience of a Toronto trimmer. As an experiment he put in a display Saturday, between five and six o'clock, of goods to be sold Monday morning at eight o'clock. The plan was so successful that he continued it for some time. The windows sold the goods without the aid of a single line of newspaper advertising.

WHERE CREDIT IS NECESSARY.

The most successful merchants who do a credit business have a distinct understanding with the customer at the beginning of the account. Either the bills are to be paid weekly, monthly or at a certain stipulated time, and if the accounts are not paid when the customer agrees to pay them, the line of credit is cut off.

When to stop extending credit to a customer is one of the most serious problems that the country merchant has to face. It is at once productive of more bad accounts and of the loss of more good accounts than any other item in the list of store management problems that the retailer has to contend with.

Credit is a necessary evil in merchandising. Some one merchant in a town may make a go of cash business, and some merchants cannot do it. There must be some credit business, and the man who gives credit must do so under a well established and thoroughly understood system or he will soon find his bills receivable eating up his profits and wearing a big hole in his reserve capital. Of course, there are extraordinary circumstances, such as crop failure, deaths, loss of work and things of that nature, where exceptions are made, but even then, great care should be exercised, in the extension of credit, and notes should be taken, bearing interest, for the merchant is as much entitled to interest on money that he may have tied up in merchandise sold on credit, as is the banker on money that he loans.

The only sure rule is to have a system, make a personal study of each customer and his ability to pay, be strict and prompt about collections, require notes on overdue accounts and close up those that appear hopeless. It is better to lose a customer and a small amount of money than to lose a large amount of money and the customer too.

SELLING ADVERTISED GOODS.

The handling of advertised goods has decided advantages, particularly for the hardwareman with a small business. One of the most important of these is the restricted selling price guaranteed by the manufacturer, which makes it impossible for competitors to under-sell.

Another point in favor of advertised goods, is their reliability. A manufacturer would be a fool to spend thousands of dollars in building up a demand for his product if the merchandise were inferior or not as the advertisements represented it to be, and he would very soon find out that such a thing would not pay.

Take a glance at the best known paint and hardware lines handled by the trade (they are best known because extensively advertised), and in every case they stand for quality and are the recognized standard by which all similar articles are judged. Try to call to mind one single article that is not included in this rule, and you will fail.

Besides the advantages of price maintenance and standard quality, advertised goods recommend themselves to purchasers and require less salesmanship, because the sale has already been half made in the mind of the purchaser.

NEWFOUNDLAND'S FISHERIES.

There is much satisfaction to not only Newfoundlanders, but to Canadians and Britons, as well, over the award at The Hague in the dispute concerning Newfoundland's fishing rights.

The decision rendered by The Hague tribunal is greatly to be commended, not because Newfoundland has been sustained on the most essential points, but because of its sane insistence upon that in which sovereignty consists.

The crown in Newfoundland has won on all questions involving sovereignty, and the rights of United States fishermen under the treaty of 1818 have been defined and confirmed.

In some ways the right of Newfoundland to regulate the fisheries was the most important point raised. This right was questioned because it might be exercised to infringe upon treaty rights established in 1818. But it has been amply confirmed to Newfoundland as inherent in her jurisdiction over the waters.

The United States also set up the extraordinary contention that territorial waters must follow the sinuosities of the shore. This has been a vexed question in international law since its science was first studied.

But the United States did not come into the court with clean hands, as it has always refused to admit the contention it wished to apply to Newfoundland in regard to its own harbors and bays. The United States failed to establish its case, so that the general result is that Newfoundland has not only had her jurisdiction confirmed, but has had it considerably extended territorially.

The decision is of stupendous importance to Canada, because it settles the sovereignty of Hudson's Bay, whose fisheries are valuable and which is not affected by any treaty with a foreign power. That sovereignty should be immediately and vigorously asserted.

This should be done before foreign fishermen have become accustomed to neglect its existence.

OLD GUNS IN WINDOW DISPLAYS.

Just at this season of the year, when arms and ammunition are coming into demand for the use of sportsmen, these lines will be featured in many hardware window displays. Very effective displays can be made by the introduction of antique and out of date weapons side by side with the modern, up-to-date lines the hardwareman is offering for sale.

There is no community that has not some relics of this sort, and the owners will usually be perfectly willing to loan them for the hardwareman's purpose. Weapons that have seen use in the American Civil War are plentiful, while old flint-locks, used in pioneer days, can usually be secured without much difficulty. If the weapon has an actual historic association—can be identified with the War of 1812, the American Civil War, or even the Canadian contingent to South Africa—this will add quite a bit to the interest or if it was used by one of the first settlers in that part of the country, this fact can be profitably brought out by means of a neat show card outlining the weapon's history. Indian tomahawks even are useful, as are stone arrow heads, as representing the chase in one of its most primitive forms.

The use of such old weapons in window displays serves a double purpose. The first aim is to attract attention, and this can be done by a relic of some sort probably better than by anything else into which motion and pantomine do not actually enter. Especially is this true where the weapons displayed are explained by show cards and have a historic and, if possible, a local interest.

The second aim is to emphasize the value, completeness and perfection of the modern weapons which also form part of the display. The placing of the old and the new side by side forms a singularly striking contrast, and brings out the value of the modern fire-arm most effectively.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Canada Plates—Advance in Ordinary and All Bright.
Turpentine—Advance of 1c.
Linseed Oil—Advance of 3c.
Liquid Paints—Some lines advance 15c

Toronto.

Linseed Oil—Advanced 2c.
Turpentine.—Advanced 2c.
Tin.—Cut 1c.

MONTREAL.

Sept. 16. Although the London tin market fell away during the week, local figures did not follow, and jobbing prices were quoted around 37c. Neither in advances nor in declines does the local market respond at once to the primary markets, although, of course, in the end it is always affected. Copper, spelter and lead are all unchanged. An advance has been made in Canada plates, ordinary going from $2.40 to $2.75, and all bright from $3.50 to $3.70. Trade has been very good in plates, and the fall movement is strongly marked.

Orders generally are coming in freely, and there is a good tone all the way round. More booking is being done as the end of the west bound shipping draws near, while from now on the inland boats will be taking heavier loads.

As we have said, the speculative movement in tin in London easied up during the week, but whether this was mere juggling before the arrival of Banca sale or the real commencement of the slide remains to be seen. Copper was about the same strength. Spelter is still showing higher figures in London, while at St. Louis the market is getting back to the prices obtaining before the last decline. There is an improvement in pig iron and steel in the States, but it is not considered as satisfactory as it might be, being no more than to be expected at this time of the year. The railroads are still conspicuous for their absence from the market for any important tonnages, although there is a better call for small structural work placed since the first of September for bridges and buildings. There is one good sign in the fact that accumulated stocks of finished materials are gradually being reduced. Prices on the whole are being firmly held.

Pig Iron—The local situation in pig iron remains unchanged. Orders are being placed freely for imported iron, for late delivery. Scotch brands are in good request. Canadian furnaces are reporting fairly good business, although there is no great rush on. Fall business is improving. Cleveland warrants are fluctuating, and there is evidently not such a good tone in the Old Country as formerly. The labor troubles seem to be a disturbing element. Prices in the States, both in pig iron and steel are being fairly well held. There is a lack of forward buying, users ordering just as they want the metal. On the whole a feeling of disappointment is felt that a better inquiry is not in evidence.

Tin—Tin locally is still quoted around 37c, the drop during the week in London not affecting the local market. Trade has held steadily all the way along, and the higher prices have not held off business to any great extent, as many users are in want of the metal. Inquiries show that a close watch is being kept on the market. The decline during the week in London may be mere manipulation, due to the fact that a Banca sale is due, or to the fact that the bull party cannot carry their tin any longer. In the meantime legitimate buyers have been held up, and forced to pay the price. Naturally no more buying is being done than can possibly be helped, especially as the chances are about even as to whether the squeeze can be continued or not.

Copper—Copper is unchanged at 13½c with trade showing a better movement. There is more life to inquiries, and prospects look good for a satisfactory fall business. The New York market has shown slightly better strength, although the Producers' statistics proved that the immense production has not been decreased to any appreciable extent. Still the London market helped things a little, and holders in New York are not showing too great a weakness in tempting sales.

Spelter—Spelter is unchanged, but firm in tone. Good business is being done. The English market continues to advance, while St. Louis looks to be in for another boom in prices.

Lead—Lead is unchanged, both for domestic and imported. Fair trade is offering. Lead is fluctuating in London, but on the whole has a stronger tendency.

Scrap—Scrap is fairly active, with prices on the whole unchanged. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

Sept. 16.—The general condition of trade just now is somewhat slower than a week ago. Buyers are not at all so numerous, nor does there seem to be the same interest in metals.

Tin has declined again, and stock of sheets and plates are getting low, owing to insistent and seasonable demand. These are the two chief incidents of the week.

Trading in iron is fair and in copper steady. The other metals are unchanged in prices and conditions.

Pig Iron.—Small inquiries are the order this week, and trading is quiet. There is still a straining for business by both Canadian furnaces and English jobbers. Scotch iron continues to hold its position firmly. Deliveries are for small lots. Booking for futures is almost entirely absent, but there is still the hope that the closing months of the year will show good results, though orders are not expected to be as heavy as last year. Stocks of imported iron will undoubtedly grow larger during the next month, as the close of navigation will cause a rush in of English and Scotch irons. Quotations remain as at last issue. No. 1 Canadian foundry iron is at $20, and No. 2 at $19.50, f.o.b. furnace. This is for both Hamilton and Midland. Toronto prices are 50c above these quotations. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Scotch irons are about the same figures. Jarrow is $20.50 and Glengarnock, $22.50.

Tin.—The corner in tin has been broken, and immediately the price has declined. The price this week is 37c, one cent lower than a week ago. It looked more like higher prices when the market opened on Monday, and higher quotations were expected, but the London tin syndicate was obliged to let go its grip. There will be no sudden falls, however, —stocks in this country are too low for them to occur.

Sheets and Plates.—The consuming demand is improving rapidly; so much so that stocks in many jobbers' hands are playing out. Already advances have taken place in outside markets, but beyond a tightening of quotation strings there have been no changes locally. Canada plates are the most scarce line. Jobbers state there has been very slow delivery from manufacturers, and if supplies are not hurried forward at once orders will have to go unfilled.

Copper.—Trading is active, but prices are irregular. The local quotation remains at 13½c. Large consumers are holding off. Small lots for immediate use are the principal items of business.

Lead.—The good demand reported a week ago still holds unchanged. Stocks are fair, but none too great for present trading. Quotations remain at $3.80 for English lead and at $3.75 for Trail.

Spelter.—This metal is very active again. The price remains at $5.75. However, it is firm at that figure. All the primary markets report firm and higher quotations.

Old Materials.—Sales are none too frequent, and stocks are growing. Dealers are paying this week for heavy copper and wire 11 to 11½c; light copper and bottoms, 9¾c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½; No. 1 wrought iron, $10; machinery cast scrap No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

September 16.—The market is undisturbed by any price change, and trading conditions are as favorable as they could be. There is in evidence a general fall movement and dealers are buying confidently and with more freedom although there is but little speculation.

With the return of householders from the country a stimulation is noted in general utility lines. Kitchen utensils, sadd irons, wringers, washers, window cleaners, mops, pails, enamelware and similar lines are prominent. Stoves are beginning to move well, especially as the weather locally has had somewhat of a cold snap to it at times. Horse blankets, cow ties, lanterns and sleigh bells, are moving now in very active fashion, while there is no let up in the demand for guns, ammunition and allied lines. Boot calks are also showing strength. The decorations for the Eucharistic conference in Montreal caused a run to be made upon nails and with the various stands, public and private, most dealers have had their stocks cleaned out. Skates and hockey stocks are being booked more freely, and a good season for these lines is anticipated.

Seasonable Lines.—General utility lines are moving well, and rush orders of an assorted character continue to come in. Bread makers, food choppers, wringers and allied goods are in very active request. Tinware is reported to be a good seller. Fall lines such as lanterns, cow ties, halters and coal hods are moving briskly, while there is better booking for sleigh heaters, weather strip, and snow shovels. Lumbermen's supplies in the shape of boot calks, axes, and axe handles are also showing stimulation.

Builders' Hardware.—Trade is brisk, some good orders being received for locks, lock sets, bolts and butts. The month has opened out well so far as new buildings are concerned, and the demand for builder's hardware promises to be well maintained. The market is firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Sporting Goods.—Still to the fore sporting lines are in very brisk demand, and the call for guns, ammunition, decoys, knives and camping requisites is very prominent. Skates and hockey sticks are receiving stimulation, while orders are now being placed for toboggans, sleds and snowshoes. There is a very bright tone all the way round in sporting lines.

Bolts and Nuts.—Bolts and nuts are in good demand. Nails have been in strong request locally owing to the decorations and stands for the Montreal Eucharistic congress, while the country trade is good owing to the fixing up of barns and fences. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—There is a good steady demand all the way round for heavy hardware, and bar iron and mild steel are moving very well. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ⅝, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire.—Wire is in steady demand at unchanged prices. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Sept. 16.—For the past week developments in the market for hardware were of a very favorable character, and prospects for a good fall buying movement are encouraging. Inquiries from local and out-of-town distributors are larger and the call for supplies on outstanding orders covered fairly large lines. Orders booked embraced a general selection of hardware, especially fall lines. Shipments are heavier now, and there is a swing and steadiness to trading.

Builders' hardware and guns and ammunition are the leading lines, though sales of household articles and farm and stable goods are splendid, too.

Travelers are sending in large-sized orders, and hardwaremen seem more eager to talk concerning their business and goods wanted.

Fall Goods.—The call for seasonable goods is brisk at present. Demand covers a multitude of articles. Horse blankets, hay and pitch forks, stable lanterns, shovels, and other implements used about the barn and farmyard are some of the wanted lines. Inquiry has opened up for winter goods, and already quite large orders for snow shovels have been filled and shipped. Sleigh bells, cow-ties, and similar goods are beginning to be asked for.

Builders' Hardware—This department is showing great activity at present. The demand is, splendid and it appears as if last year's selling record would be broken. Lock sets, latches, bolts and combinations figure in almost every order received. Building and roofing papers and other similar materials are going forward to Northern Ontario, and to the western sections of the province. Nails and screws are again exceedingly busy. Bathroom fixtures and fittings are increasing in demand. Building tools, are nearly as active as in early spring. Prices are firm and steady.

Household Goods.—Wringers, washers, sweepers, pails, mops, tubs, window cleaners, polishes, etc., are having a splendid call at present. Table cutlery, too, is prominent.

Heating and Lighting Goods.—Stove manufacturers anticipate this season to break all records for a decade past, even the bumper year of 1909, in the sale of stoves. Demand has been great,—beyond all expectations. House lamps and stable lanterns are moving steadily and well.

Heavy Hardware.—The call is still for pipe. Demand is splendid too, for sheets and Canada plates ever since the beginning of September. Stocks are being denuded. Bolts and nuts are firm in price with a good demand in progress. Rods and bars are improving in sales. Structural steel is as active as ever.

Sporting Goods.—Shot-guns, rifles and ammunition are the big sporting articles going forward just now. Football supplies are moving quietly. Inquiry for skates has opened up. Also there have been calls for hockey sticks.

U. S. METAL MARKETS.

New York, September 14.—The Iron Age says: Producers and consumers of iron and steel continue to keep in close step, and it is recognized that for some time distributors and buyers will work on a minimum margin of stocks. With some exceptions, chiefly in pig iron, contracting for far forward deliveries will be avoided until more can be found out of the probable extent of the revolution now under way in politics and business.

Pig iron has had most attention in the past week, but even here it is chiefly inquiry that is reported. Normally, heavy buying for the new year would be in order this month, and consumers are showing interest, but furnaces do not want 1911 business at this level. It remains to be seen to what extent this position will change as the month advances. In the East particularly there is talk of blowing out more furnaces, now that the end is being reached of the profitable contracts taken early in the year. The pig iron buying of the week has been mainly from pipe works.

Billets and sheet bars are weak, and on the former buyers expect concessions from $24.50, Pittsburg.

In the main new business in finished steel is better than in August. Competition is sharper in spots, and cuts of $1 a ton have been made in narrow and medium width plates.

The wire trade apparently leads in activity. Export rail business is good, sales of 25,000 tons being made by the Steel Corporation for shipment to Australia, besides fair orders to Brazil and other countries.

The United States Steel Corporation is operating 67 per cent. of its blast furnace capacity, 45 furnaces being now idle, against 42 Sept. 1, 39 Aug. 1, 35 July 1 and 31 June 1.

U. S. IRON TRADE.

Cleveland, Sept. 25.—The Iron Trade Review, says: The iron and steel market is not making as favorable a showing as expected for this season of the year. In most instances, new business is for immediate shipment, indicating that stocks are low. There has not been a great deal of forward buying so far. Except in one or two lines, fewer reports are heard of price concessions. Trading has been done in a quiet way and on the surface the market is not very active.

HARDWARE TRADE GOSSIP

Ontario.

Geo. Beckett has sold his hardware business at Goderich, to Geo. Wilson.

The assets of Geo. Cote, dealer in paints and wall paper, Ottawa, were sold on Sept 14.

Mrs. Mary E. McGlashan, window of the late Leonard McGlashan, Niagara Falls, Ont., died at Guelph, on Sept. 8.

Albert D. Kennelly, manager of the McClary Mfg. Co.'s Toronto house, has returned to his post greatly benefited in health after a three-month's absence spent in Muskoka.

Flowers & St. Ledger, sheet metal workers and roofers, Toronto, have dissolved partnership. Jno. T. Flowers will continue the business.

J. Mitchell, representing James Cartland & Sons, brass founders, Birmingham, England, called on the Toronto hardware jobbers this week.

H. H. W. Foget, of Toronto, is suing Edward Currie, also of Toronto, for $2,500 and interest from July 12, 1909, which he claims due as a balance on sale of Ontario Metal Novelty Co. to the Gendron Mfg. Co.

George Davidson, for years a member of the firm of McKiggan & Davidson, Woodstock, and A. L. McInnis, who has been in business on Reeve Street there, have combined in a heating, plumbing, tinsmithing and general hardware business.

William Bell, father of J. H. Bell, hardware dealer, Mattawa, died on Sept. 6, after a lingering illness of several months. The funeral which took place on Sept. 8, under the direction of the Masonic Order was largely attended and bore striking testimony of the high esteem in which Mr. Bell was held by all in the community.

Frank A. Child, hardware and iron merchant, Matheson and Cochrane, New Ontario, is erecting a store at Kelso Mines, mileage 222, on the T. & N. O. Ry. and intends to put in a stock of shelf and heavy hardware. This point is at present the only direct way for prospectors going into the Porcupine, Kelso being situated seventeen miles north of Matheson and thirty miles south of Cochrane. where Mr. Child already has stores.

Owing to increasing business the Hall, Zryd Foundry Co., Grimsby, have found their present building too small, and will erect larger premises. The Grimsby authorities recently voluntarily passed a by-law granting a tract of land alongside the G.T.R. line, allowing of switching and shipping facilities to the company and also loaned $20,000, returnable in 20 years, for the purpose of erecting a new plant. The new building will be 80x400 feet, all on one floor, and the latest machinery will be installed, making the factory up-to-date in every particular. Raw materials will be received at one end and the finished product turned out at the other. The action of Grimsby's council shows that the authorities have faith in the present management.

Quebec.

The Canadian Tungsten Lamp Co., Montreal, has been registered.

The Robertson Foundry Co., Robertsonville, has obtained a charter.

L. Paquette & Frere, hardwaremen, Montreal, have been registered.

C. Labelle, of Quebec, was a caller on Montreal hardware circles this week.

Russel & Gifford, dealers in hardware specialties, Montreal, have dissolved.

J. Fennell, Berlin, Ont., was a caller on the Montreal hardware trade this week.

C. P. Wright, hardwareman and grocer, Aylmer, has closed his business there and removed to Ottawa.

N. D. Delisle, of the North Shore Power, Railway & Navigation Co., Quebec, has been on a visit to Montreal.

J. Taylor, Montreal representative of the Pittsburg Perfect Fence Co., has been in Ottawa demonstrating his lines.

The Sherbrooke Iron & Metal Co., has been dissolved, and the Sherbrooke, Metal & Hide Co. has been registered in its stead.

H. C. Woodside, sales agent of the Pittsburg Perfect Fence Co., Hamilton, has been calling on the Montreal hardware trade.

L. E. Labrecque, manufacturers' agent, Quebec, was a caller at the Montreal office of Hardware and Metal this week.

B. J. Dixon, formerly with Lewis Bros., is to be married to Margaret McHattie next week in Montreal, at the residence of the bride's parents.

T. Blaikie, Montreal, representative of the Dominion Wire Manufacturing Co., Montreal, has returned from a trip down the Gulf to the Sydneys.

W. R. B. Leslie, representing the Dominion Wire Manufacturing Co., Montreal, in Eastern Ontario and Quebec, has returned from a trip through the Rideau Lakes on his motor boat.

Joseph R. Henderson, president and general manager of Brandram-Henderson, was called away to Halifax, owing to the death of his son Phillip. The sympathy of the whole trade will be extended to Mr. Henderson.

Western Canada.

Henry & Humphreys, hardwaremen at Vancouver, have dissolved.

Joseph Seve has opened a hardware and harness store at Makinak, Man.

Sanders & Burnett, tinsmiths, Ethelbert, Man., have gone out of business.

The Imperial Oil Co., are erecting a warehouse at Lanigan, Sask.

C. Hiebert & Co., hardwaremen, Didsbury, Alta., have added lumber to there business.

Egilson Bros., have started a hardware business and implement business at Calder, Sask.

R. J. Wells has sold his hardware business at Earl Grey, Sask., to the A. C. Beach Co.

N. A. McGratten has sold his hardware business at Candahar, Sask., to O. B. Grotte.

S. Harvey, general merchant Durban, Man., has added a hardware department to his store.

Geo. Allan & Co., hardware merchants, Bruce, Alta., have sold their business to M. Cross.

The Waterson & Colp Co., hardware merchants, Bow Island, Alta., has been dissolved.

W. Collinge has sold his hardware business at North Battleford, Sask., to Spragge & Hubbs.

R. A. Anderson, hardware merchant, Gainsboro, Sask., has sold his business to W. E. N. King.

D. G. Smith, hardwareman and harness dealer, McAuley, Man., is succeeded in business by H. Parker.

The hardware stock belonging to the J. R. Fairfax estate at Fairfax, Man., has been sold to Hannah & Son.

Duncan McDonald, hardware merchant at Shoal Lake, Man., has sold his business there and intends moving further west.

The Rollefson Bros. Co., Hanley, Sask., have sold their hardware stock to Ed. Moore and D. M. Dilly. The new firm will be known as Dilly & Moore.

Wm. Hargraves, hardware merchant, Kamloops, B.C., is opening a store at Merritt, B.C. He has secured a corner lot there and will erect a business block this fall.

Industrial Notes.

The $45,000 addition to the Oliver Plow Works at Hamilton, will be built by David Dick & Sons, Welland.

The National Iron Works, Toronto, are doubling the size of their plant. They expect to complete the alterations by the middle of October.

Port Arthur ratepayers last week carried a by-law authorizing an agreement to be made with Robt. Greig, Toronto, whereby, for a grant of a site. his company, a branch of the Ironclad Co., of New York, will establish enamel works there to employ not less than 200 men.

TO ENLARGE STOVE PLANT.

Clare Bros., Preston, Ont., are understood to have bought additional land to their present property on which they will enlarge their stove manufacturing plant to double its present capacity.

A Strong Method for Keeping Trade at Home

Stayner Retail Merchants Talk in Business Terms to the People of Their District—Make Direct Appeal to Not Only Their Sense of Loyalty, But Show Them They are Better off Financially in Spending Their Money in Their Home Town—Actual Instances Where Better Prices are Given Than by Mail Order Houses.

To get the trade of people who are always looking for the best price you have to SHOW them. To do this, good, sound business reasoning is practically the only way to permanently prove that you have the goods, that your prices are right, and that these people are actually losing money and time in sending their orders to outside centres.

Bell & McEachern, general merchants, Stayner, Ont., aim to SHOW the people in their district by appealing to two of their senses—their sense of loyalty to their home town and their sense of business acumen. As a matter of loyalty they should support their home town by buying at home and keeping their money there; but more important, they should buy at home because the prices are better, because the value of real estate is lessened if the money is sent away, and if the merchants are not successfull. Bell & McEachern say:

> "Hitherto our policy has been to ignore the practice complained of entirely, particularly the sending of mail orders, but it has become so widespread and appears to be gaining ground so rapidly that the prophecy of a prominent merchant not 75 miles from Toronto, that before ten years all business places outside of the large centres would be reduced to the status of a peanut stand, does not appear so wild as it sounds. Although we do not feel so pessimistic about the situation, it strikes us that we can no longer ignore it."

On June 30—the day before Dominion Day—they ran the following advertisement in a three-column space down the entire left-hand side of the front page of the Stayner Sun, the word "Loyalty" being in large black type, with a rule beneath, and there being plenty of white space surrounding the whole matter:

LOYALTY.

"To-morrow will be Dominion Day—the day on which we celebrate the confederation of the various provinces of our country. Surely the note of patriotic pride and fervor will be dominant throughout its length and breadth.

"Think of its magnificent size; its potential wealth; its sterling people! Three thousand five hundred miles in length; sixteen hundred miles in breadth, our boundless wheatfields; our hidden stores of minerals; our mighty tide of immigration—from three to four hundred thousand a year; our healthy, happy people. No wonder we sing with heart and voice, "God Save Our King, and Heaven Bless the Maple Leaf Forever!!"

"Loyalty to our country has built up our industries, conserved our farming interests, and is making of us a strong, sturdy, self-reliant nation.

"What do we think of the man or woman, who, enjoying all the privileges that citizenship brings, decries our land, our industries, our products, and gives his trade to a foreign country? His loyalty might well be questioned.

"A nation is simply a big community, made up in its integral part of small communities such as our own, reflecting their habits of life and thought; and yet what do we find many of our people doing locally? Following this very thing! If not actually decrying our town and business houses by word of mouth, they are doing so by practice. The ultimate outcome of such a course, if generally pursued will be that Stayner, and all other rural towns and villages will cease to exist.

"As business men we ask no favors, we make a straight appeal to your patriotism, to your sense of fairness, and at the same time to your self-interest, for the body politic is so constituted that what affects part affects the whole, and by sending your business away from your own town whether you are a farmer, a tradesman or a mechanic, you depreciate to that extent your own property. Why is it that farm land around the City of Hamilton to-day is worth from $500 to $1,000 per acre; or $1,000 to $2,000 around Toronto? Do you suppose if the people of Hamilton had sent their trade to Toronto, or the people of Toronto had sent their trade to New York that present conditions would obtain? Not much. These people were loyal to their respective towns in their small days and these results followed.

"As we stated before we ask no favors. If we cannot supply goods,—reliable goods—at as low a price as you can get any where we do not ask your trade, but we claim we have a right to expect it on even terms if nothing more.

"Here are a few instances that have lately come under our notice:—An order came in from a lady for three toilet sets—plain white ware at $1 per set. In it she said, "I was told I could not get these anywhere but at ——— (naming a Toronto departmental store) at that price and I was surprised to find that you had them.' Here was an order probably going out of town on which freight and packing would have to be paid—the latter at least even if it was a $25 order, adding from 10 to 15 per cent. on their cost; and going to swell the income of a multi-millionaire who never contributed five cents for the welfare of Stayner or five minutes for its upbuilding in any way.

Another letter order reached us this week asking—among other things — for six window shades, 'if you have anything similar to the enclosed clipping.' The 'clipping' was an illustration of a shade either in cream or green at 25c. Our price on the same article is 22½c.

"This week again we came across a magnificently illustrated summer catalogue from the same source quoting special prices for summer needs. On the back page, priced in large red ink letters to indicate something very special is advertised an Arabian Curtain Cloth at 24c. We have identically the same goods, and our ordinary every day price is 25c and we are making our ordinary legitimate profit on it, and so on through the whole catalogue.

"The same remarks apply to the practice of running to Collingwood or Barrie. Why should you build up these places and communities at the expense of your own? You will loose more on the value of your own farm if you destroy your own town as a market place than all your imaginary savings would amount to in a life time.

"Be sane, be sensible, bring along all your catalogues, your sale bills—common every day loyalty demands that you give us and the rest of our business people a fair show—compare prices fairly and honestly, and if we cannot do as well for you as any business house in Toronto or any other place we will not expect you to buy. Isn't that fair?"

BELL & McEACHERN,
"The House That Does as
It Advertises."

KINNEYISMS.

Don't hunt a job smoking a cigar.

There is no profit in cocktail acquaintances.

Most fortunes are made by going into debt with good judgment and paying out by self-sacrifice.

Every man is run from the waist up or from the waist down. All men come in one class or the other.

A clerk cannot distinguish himself doing "just as well" as his fellows. He must bring himself into notice by doing something unusual.

Men are half God and half beast. Always count on both.

A western inventor has devised a saw, in the handle of which is a receptacle for oil which may be used for lubricating the saw. The oil receptacle is provided with a valve connected with a spring-pressed button which may be operated at will to deliver oil to the blade of the saw.

News and Methods of Canadian Hardwaremen

Kitchen Window Display at Chatham — Central Heating Experiment at St. Thomas—Port Arthur to Get New Foundry—Vancouver Hardwaremen Hold Picnic.

CENTRAL HEATING UNSATISFACTORY.

St. Thomas, Sept. 14.—Stove dealers here are looking forward to selling heating equipment, either now or next year, to customers of the city's municipal plant, who, on installing the steam pipes disposed of their heaters and furnaces. The system cannot be said to be proven a failure; at the same time its limits are now pretty well defined, and there will be no extension.

Its great defect is in the matter of expense, and unless there is a modification of the scale of charges, those using it may be expected to go back to the old way. For about a year no definite rate was fixed, and it was finally figured out on the basis of the cost of the coal which would have been used by the customer. At a recent meeting of the council a flat rate of 25 cents per thousand cubic feet was decided on.

A bill of $300 was rendered one of the city's clients a few days ago for heating his premises. This about equalled the cost of 45 tons of coal for five months, not unreasonable for the size of his building. The municipal plan being new, however, people expect something cheaper than the ordinary.

The adjustment of a rate based on meter measurement may be econocically more agreeable to householders, but it must be either more widely used or a means found for cheapening the production before it will become popular with coke at $4 per ton.

The scheme grew out of the circumstances that St. Thomas had surplus steam at its power house. It was found easy to pipe this through the library and other public buildings, and extension of the system was begun. As it grew larger, however, the city officials discovered that the supply of exhaust steam was used up, and it became necessary to create live steam. Further, in the far-away points to which it was carried, much steam passed off in waste water, and there was no way of returning it to the power house, as was done in the case of the public buildings, near-by.

The system of piping the steam is not complicated, and details were published at the time the experiment was inaugurated. The city's list of customers is fairly numerous and quite representative, including residences, stores, flats above stores, and a hotel building.

PORT ARTHUR WANTS FOUNDRY.

St. John, Sept. 14.—A despatch from Port Arthur last week stated that the City of Port Arthur had agreed to grant a free site and tax exemption for a period of twenty years to T. McAvity & Sons, of this city, for the establishment there of an iron foundry. George McAvity, a member of the firm states that he has not yet received a confirmation of the report from the firm's representatives there. It was their intention, he said, to move their iron moulding work westward, but would not do so for at least a year or a year and a half. This will probably mean the closing of the St. John foundry, but the brass works will be continued here and eventually work in this line may be taken up in Port Arthur without closing the local works. They will be hampered for room even with the removal of the foundry from St. John, and are anxious to secure a larger site here.

KITCHEN WINDOW DISPLAY.

Chatham, Sept. 14. — The Canada Grain Shocker Co., of Hamilton, recently organized, will locate its new factory in Chatham, an agreement to that effect having been reached last week, the city giving a free site. The company will manufacture agricultural implements, specializing upon a grain shocker attachable to any make of binder.

J. Simon, formerly of the staff of Campbell & Callahan, tinsmiths, has rented the tinshop in connection with Jas. E. Gray's Ark and China Hall, and is starting in business for himself.

The Manson Campbell Co., is adding to its present lines the manufacture of cutters and democrats, the latter being intended for the Northwest trade and being handled through the Gray-Campbell Co., of Moose Jaw.

Westman Bros. show a good kitchen display this week in their large show window. The floor of the window is covered with linoleum. In the centre background is shown a refrigerator, and to the left a handsome kitchen range, while to the right is a kitchen table, covered with oil-cloth and laden with kitchen utensils and conveniences, including spice cans, food chopper, kitchen scales, and other articles. The foreground shows three cards of penknives and other cutlery, while kitchen utensils of various sorts, including a mop pail, bread basin, small grindstone and pans are also shown. Pans of various sorts hung at the back of the window, above the refrigerator, add to the kitcheny appearance of the window.

BUILDING AT LONDON.

London, Sept. 16.—Monday of this week was the biggest day in a long time for the taking out of building permits in the city engineer's office. The nine issued amounted to almost $50,000. Hayman & Sons will erect a three and four-storey brick apartment house at 438 Wellington Street, to cost $30,000. Flavelle & Silverwood, produce dealers, are to put up a three-storey brick warehouse on Bathurst Street, to cost $11,000. The McClary Mfg. have taken out a permit for a one-storey concrete building on Adelaide Street, to cost $5,000. The water commissioners took one out for a substation, one-storey brick, to be erected on Cabell Street, for $3,350, and John McNee & Sons, cigar manufacturers, one for a four-storey brick house at 381 Clarence Street.

Exhibits by dealers in hardware, stoves and building materials are very numerous at the Western Fair this year. Displays of cement machinery are in a new annex to the stove building. Among local exhibitors are the Purdom Hardware Co., Columbia Handle Co., Dennis Wire & Iron Works, London Foundry Co., and London Heating & Plumbing Co. Kilpatrick Bros., show Burrow, Stewart & Milne stoves; J. T. Smith & Sons show D. Moore & Co. stoves; C. Norsworthy, St. Thomas, shows Howard furnaces; J. E. Young shows Findlay Bros. stoves, and Westman's Hardware shows Moffat ranges. Other hardware exhibits were made by the Hall, Zyrd Foundry Co., Grimsby; Brantford Roofing Co., Harriston Stove Co., and the Enterprise Foundry Co., Sackville, N.B.

HALIFAX MERCHANTS BUSY.

Halifax, Sept. 12.—The Hardware dealers are now preparing for a busy season. The shooting season opens this month and several of the dealers are making window displays of firearms and general sporting goods. There is already a fairly good demand for ammunition and some goods have also been sold.

Some of the lumbering firms are ordering supplies for the winter. The demand as yet is rather light, but from now on it is expected to increase. There is a fairly good sale for glass and there is also some movement in bar iron and ingot tin. Lanterns and rope are selling quite freely.

There is a little stir in the stove line, and some of the dealers have quite a few orders on hand. The change in the weather during the past week was the cause of this activity.

HARDWAREMEN HOLD PICNIC.

Vancouver, Sept. 12.—The employes of McLennan, McFeely & Co. spent Saturday afternoon in an enjoyable picnic to Bowen Island, being the second annual outing tendered their employes by the firm.

The afternoon was spent in sports and games, for which handsome prizes were provided by the firm, presented by Mr. McLennan at the close of the day. The sports programme included a baseball match between benedicts and bachelors, the same two teams later engaging in a tug-of-war. In the first event the married men were the victors, but had to give way to the bachelors in the tug-of-war. Races for the men and also for the ladies were well contested, and a fat man's race provoked much amusement.

Refreshments were served and an orchestra provided music for dancing, which was indulged in during the evening until the time arrived for a return to the city.

GENTLEMEN:—

You can make a larger profit by selling Stephens' Paints, Stains, Enamels. etc., than you can by handling any other line. Big talk, you'll say, but facts prove it. Your customers want Stephens' goods, and are going to get them somewhere. You can make a big profit by getting in a line at once.

Everyone in your territory will have Stephens drummed into them this coming Spring and Summer till they will say "Stephens" in their sleep. You will profit by it if you have our lines. Remember—the people of the West are loyal to the people of the West—and on account of that we are again in a position to interest you.

You send us an order for anything; your order reaches us say the following day; it leaves here filled complete, you get it promptly—your customer gets it promptly. Both you and your customer are satisfied and come back for more.

Isn't it an ideal proposition all round? It is, and we live up to our ideals.

Yours truly,

G. F. STEPHENS & CO., Limited.

Fifteen Years Making High-Grade Hockey Sticks

Look for the stamp on all our high-grade patent sticks. We hold patents on our left and right and groove handle sticks.

Ask your Jobber for the Salyerds Stick, and you will get Quality.

E. B. Salyerds, Preston, Ont.

Wholesale Trade Only.

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Hardware Quotations.

Winnipeg, Sept. 15.—The trade is excellent in a very wide range of goods just now. Builders are ordering freely for finishing materials, and interior fittings. Farmers' supplies, including wire, lanterns, barn fittings, etc., are being ordered extensively this week. Household goods, which include a wide range of supplies, are the leading lines that are going out at present. Stoves, stove-pipes, weatherstrip, enamelware, cutlery, clocks, etc., are having a wide sale just now. Sporting goods are also going out well, and the season's trade is likely to be excellent in these lines. It will be some weeks before merchants everywhere will have their fall and winter stocks on hand. The habit of slow ordering on the part of the merchants, coupled with the fact that transportation is not the best now owing to the heavy traffic of wheat to the east, and the additional reason that wholesalers find it difficult to dispatch the great volumne of orders at once, will hold the trade back somewhat. But the retail trades are all in good condition. Money is quite free, and the coming season's trade as a whole looks very bright. Wholesalers report collections very fair this week.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.75.

Paints and Oils.

Strength characterizes the situation in paints and oils this week. A local jobber stated to-day that higher prices on the general line of paints and oils was inevitable. The demand in the west is daily growing greater for all kinds of paints and finishing materials. Wholesale stocks are kept low continually and western distributers find it difficult to make satisfactory deliveries.

Linseed Oil.—A very firm market prevails and reports from the U. S. are that an effort is being made to buy heavily of the Canadian seed. This will tend to advance the future market very soon. The report is that the U. S. crop is about 8,000,000 bushels short and that the market there is steadily going up. The eastern Canada market is very strong and as the oil could not be brought west for the difference in the prices, it seems that the western market is sure to go up a few points at least. Heavy sales are being made at the following prices: $1.06 for raw and $1.09 for the boiled.

Putty and Glass.—Glass is going out just now very heavily and it will be some weeks before the trade will be satisfied, many buildings in every centre in the west are nearing completion and this causes the extra rush in the glass trade. Putty is likewise moving freely and at the following prices: In bbl. lots, $2.50; cases, $2.75; kegs, $3.

Turpentine.—The price is up to $1.05 to-day and there are evidences that this price will be strongly maintained. Southern crops are light, even lighter than formerly reported.

White Lead.—There is a good output of white lead and the market condition has greatly improved within the past few days. Local stocks are large and shipping should be prompt. We quote: $5.50 to $6.25, according to brand.

Varnishes.—A tremendous output is reported for August and the demand continues. Household renovating has began everywhere in the west and specialties for this work are selling well. The quantity of fine interior finishing in new building is enormous and the demand will continue for some weeks yet. Coach varnish is also selling well, and the trade improves generally as manufacturing industries open up in the west.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS
DRY COLOURS
DISTEMPERS AND
VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.

JUST as a man is known by the company he keeps, just so is a dealer known by the manufacturer he represents. It's the same in business. If you are handling a line of paints and varnishes that is not well and favorably known, you may succeed in time. But there is always that uncertainty which connects itself with your store and your stock. It is never too late to connect your store with the best.

SHERWIN-WILLIAMS

PAINTS AND VARNISHES

immediately give the dealer the influence and prestige because they have attained in years of satisfaction a reputation second to none in the Dominion of Canada. The entire line is built on quality. Then, too, there is an aggressive, up-to-date organization always behind you and co-operating with you. It is this co-operation which has been the means of making so many successful paint dealers in this country. If you are handling another line, or if you are merely contemplating the stocking of paints and varnishes, you can benefit from looking over our attractive agency proposition. Write for it today. It may mean your wisest move.

951

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Close Study of the Relation of Cost to Retail Price

Henry Johnson Jr., Gives the Retailers Some Sound Advice in This Article—Shows Why 25 Per Cent. on is Equal to 20 Per Cent. off—The Grocery Department of the Catalogue House — Retailer Must Not Pay More Than an 80-Cent Average for Goods Selling at $1—Cost Price Should be Figured on Replacement Value—Points Raised Applicable to Hardware Business.

By Henry Johnson, Jr.

Many years ago, when I was learning the true inwardness of the grocery business in the hard school of experience, an old wholesale grocer said to me, impressively: "Know what things cost—KNOW what things COST—that's the most important thing you can learn." And, being necessarily the basis of the entire structure, surely this knowledge is fundamental.

The trouble is that figures do lie so badly that we must watch them every minute or they will deceive us; and as for tapping the till—why, figures are the greatest thieves you ever saw. But, like the "trusty" in prison, the reformed set of figures is the best and most reliable friend any merchant can ever hope to tie up with. Therefore, let us reform our set of figures without delay.

Some Vagaries of Figures.

Maybe you have tried some of these experiments. Take $1 and add 20 p.c., then deduct 20 p.c. and see if you have your dollar. You surely have not. Take 65 cents and add 25 p.c., then take away 20 p.c., and see what you have. You will have 65 cents. Let me see: 65 plus 25 p.c. is 81¼ cents. 20 p.c. of 81¼ is 16¼, which being deducted, leaves us with the original 65 cents. This illustrates, to some extent, that we must be careful from which end we figure our profits and our expenses.

Department stores are things we do not like, yet they are wonderful organizations. If they were not well organized, they could not live because their average of expense is killingly heavy. It is not uncommon for them to carry a burden of upwards of 30 p.c. on the average. Now, figuring your way and mine, we would say that, in order to "get by" those people would have to make a profit of 33 1-3 p.c. or better; and, to get any velvet, they must work the average up to nearly 40 p.c. But the department store does not figure things that way. They determine that they "must not pay to exceed 60 (or 65) cents for their goods." That means that merchandise to be sold for $1 must cost only 60 to 65 cents on the average.

Not a Profitable Department.

This is what is meant by the Relation of Cost to Retail Prices. But let us follow the department store a little further, just to demonstrate that the grocers have no monopoly of trouble. In the department store there is a grocery department. It is put there as a leader, the intention being to carry it for the advertising, etc., or to plan things so that it will carry itself. But the truth is, it never really carries itself, in a department store, for that is not in the nature of the grocery business. With all the "buying power" in the world and unlimited markets, etc., to draw from, no grocer can work up an average profit of much over 22 to 23 p.c.—and he is a bright grocer who can get it above 20 p.c. The reason is obvious—competition will not admit of wider margins. Thus the department store must work things out so as to carry the grocery department.

To begin with, then, there is the millinery department, with actual, direct expense of, say, 27 p.c., though really I do not know just what it is. To this 27 p.c. must be added, say, 8 p.c. to cover the owner's salary; the office help, general telephone service, the "rest room", the children's school, and sundry other things which must be "spread around" to be carried. In this way the grocery department on the face of things shows an expense account of 24 p.c.—an impossible figure. So the management arbitrarily deducts 8 p.c. from the burden of the grocery department, leaving 16 p.c. of an expense account, and this 8 p.c. is credited on the sales of groceries and apportioned onto the other departments pro rata.

Cost, 80 Cents; Selling Price, $1.

The figuring of the proper margins, etc., on all these departments, keeping track of returned goods, credits, and "mark-down" sales, and all that, is a stupendous and exceedingly intricate task; and, to simplify things, so the matter might be clear to the ordinary man, the plan of working on the Relative Cost basis came into vogue. Thus, the grocer, who is the man we are interested in, finds that, to make any showing at all, he must not pay over 80 cents for his goods.

And this is a system not without merit for our consideration. And its management is simple, once we get accustomed to it. Suppose you start to work that scheme now. Your first step will be to inventory your stock, and figure up the list at retail prices in a first column. Then, in a second column, put down your cost prices, always using replacement values as your cost. Now, add up your columns and you can see at almost a glance what you are paying for a dollar's worth of goods.

Shrinkage in Figuring Profits.

Taking round figures, suppose your first column foots up $6,000 and your second column produces $4,800, you have right before you the "answer" that you are paying 80 cents for your goods. And one vast and helpful advantage here is that you know this is the average of your cost-relation. Such an example, honestly followed out, would set you thinking hard, very hard indeed. I am satisfied it would set you about the task of raising the average materially, for I believe you would agree with me that such a high cost-relation was too dangerously near the limit at which the margin might be lost entirely. For it must be remembered that, in all such processes, one takes the full value of each package. One estimates 100 lbs. of sugar in a bag; 49 lbs. of flour in the quarter barrel sack; 119 lbs. in the bag of nuts just in from the jobber. But, in selling these things there is the inevitable shrinkage with which we are all theoretically familiar, but which we do not always remember when we get to "figuring profits."

Now, therefore, let us examine things. We have arrived at the average cost-relation and it has been a revelation to us; let us profit by the lesson. If we find that our cost-relation on our best grade of canned goods has been 70, maybe we can find ways and means to reduce that to 65 or even 60. If we have been giving undue prominence to a breakfast food which we have been told "pays 20 p.c.," but which our critical study demonstrates yields only 16 2-3 p.c. gross, let us lay that away and devote our attention to a line that yields better money.

Absolute Knowledge Obtained.

The point is, that such critical, analytical study of the facts of our business will tend to put us on the sure ground of absolute knowledge, give us our bearings and enable us to read the sextant correctly.

Such thought and accurate care will prompt us to constantly aim to buy and push more profitable goods, which means better goods; which means better trade; which means a higher class business all the way through. I know because I have been there to see. I may say, in fact, that the store of Johnson & Son, which was formerly one of many, is to-day the place where the "best people" like to trade; it is the "fashion" to trade at Johnson's. And, much as we may feel like smiling at such notions, we can usually find a solid basis for the preference. While a lot of women are chattering in a sort of aimless way about how and why they like this or that better than the other, you may properly and correctly conclude that the store they prefer to go to, passing many others on the way, has character and abiding merit.

And that comes about in just one way, gentlemen. It is the result of honest effort along all the various avenues of work, thought, study and business analysis. What say you?

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO., LIMITED
MONTREAL

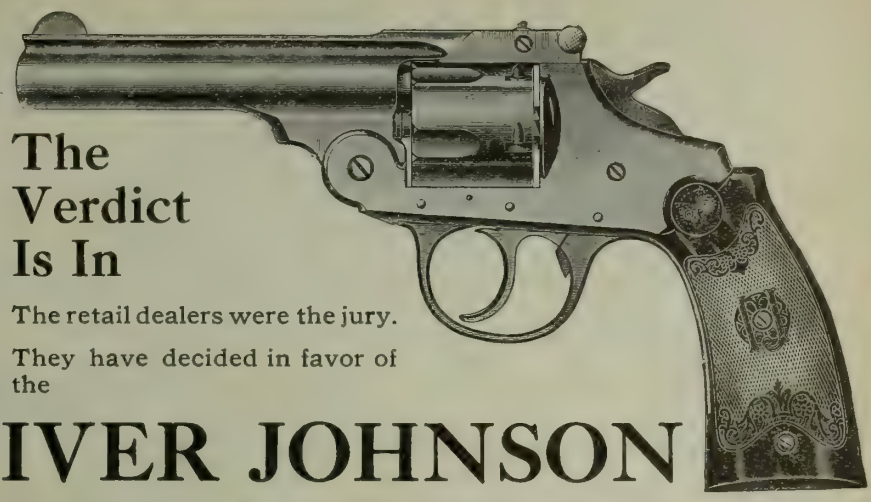
NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



The Verdict Is In

The retail dealers were the jury.

They have decided in favor of the

IVER JOHNSON
Safety Automatic Revolver

price maintenance and profit assurance. They have decided against price and quality cutting and disorganization.

They have given us a splendid verdict—the biggest summer's business on Iver Johnson Revolvers we have ever had.

Do we appreciate it? Most certainly we do. The Retail Hardware and Sporting Goods Dealers of this country will never have cause to regret that they are standing by us.

IVER JOHNSON'S ARMS & CYCLE WORKS
Factory and General Sales Office: 330 RIVER STREET, FITCHBURG, MASS.
Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.

THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason
London Bars

have such a large sale among the builders, contractors, blacksmiths and iron workers.

Are you selling them, Mr. Hardwareman?

LONDON ROLLING MILL CO., LTD.
LONDON, CAN. Ⓑ

Sales Agents:
Ontario, Baines & Peckover
Toronto
Manitoba, Bissett & Loucks,
Winnipeg

WILL PRICES DECLINE?

Editor Hardware and Metal.—A number of jobbers and dealers in linseed oil and turpentine—owing to the very extraordinary prices—have made several inquiries from me as to the possibility of an early decline, and I thought possibly you would not mind being a medium to answer some of these inquiries.

First, in regard to linseed oil, we all recognize that the present price is extreme and possibly hardwaremen and consumers think they are being held up, either by the Canadian producers or by the jobbers. An examination of the flaxseed market is the only guide in this matter and the crop in the Dominion of Canada is not a large factor in regulating this price. The East Indies, of course, is one of the large producing countries and the prices for such seed for the next three months must regulate the British market. The cost for Calcutta seed as now quoted in England would make oil—produced and shipped to Canada, freight and duty paid here, without any profit for the English crusher—cost, allowing the full price for oil cake, 98c per gallon, so that it will be seen from this source there can be no relief for the next two or three months, unless some extraordinary circumstances occur. The price for flaxseed in Chicago now being double what it was last year at this time makes it impossible to bring any seed from that direction and Americans are willing to buy Canadian seed at Winnipeg at such a price as makes oil cost $1 per gallon produced, without anything for barrels or any profit for the crusher, so that unless some violent eruption takes place in the American market our local price is not at all likely to change until there is relief from seed coming from the Argentine Republic, and as they are only just now sowing their seed their harvest cannot be sooner than December or January.

In the matter of spirits of turpentine, the price for turpentine at the place of production is now higher than it has been at any time in the past eleven years, with the exception of the months of January, February and March in 1907, and the best information that can be gathered from these points—Savannah and Jacksonville—confirm the statements that have been made for the past few months that several circumstances have combined to put the market where it is now. First, the weather conditions have been unfavorable; early in the season very cold and very dry; later more rain than usual; and, when the gum began to run freely, more labor was required in gathering it, making the second reason, the cost of producing, another cause for the advance. But greater than all these the circumstance that effects both turpentine and rosin is beyond any control and sure to affect these lines for years to come.

The growing scarcity of the source of supply—it is claimed that the pine tree will only admit of securing gum from it for five or six years; during these five or six years the bark is taken off the tree up to a height of fifteen feet from the ground and scraped for gum. When the tree becomes exhausted for this purpose it is cut down for lumber. Trees, to begin this process or scraping the bark, must average twenty years old, so that the growth cannot keep pace with the destruction of the timber. From this it is seen that the resources of the forest are taxed three to five times beyond their recuperative facilities and the parties interested in what is known as naval stores, which includes turpentine and rosin, are now seeking to reserve all their forces to educate the parties who own or lease timber lands throughout the Southern States, and they are also seeking to regulate the output with discretion, as they claim that within a very few years the deficit will be worse than it is at the present time.

These high prices for turpentine and rosin have tended to encourage the manipulation of other substances to to take the place of turpentine and one source of this substitute for gum turpentine has been found by using the waste timber. First, this process was begun by heating and burning the timber to extract the gum but as this left a very unpleasant smell of tar another form has been found by which the timber is broken up into small particles and then put through a system of steaming by which the gum is extracted and a quantity of turpentine is produced called wood spirit turpentine. Beside this the inducement has been very great to try mixing, and some have become so expert at the mixing process that it is difficult to detect the mixtures of petroleum and other substances, allowing the ordinary user to be imposed upon by unprincipled dealers.

Adulterated Turpentine.

In the month of March the Department of Inland Revenue applied to me to get them samples of wood spirit turpentine. I wrote some producers who had been asking me to handle their goods and secured samples, forwarding same to the Inland Revenue Department.

The printed report is contained in Bulletin No. 211, and I find in it some very interesting experiments, testing as well a great number of samples which the officers of the Department secured themselves, ranging over a district of country from Halifax on the east to Hamilton on the west. In this bulletin I find they have tested some 75 samples of supposed pure turpentine, out of which they report that fourteen contain petroleum; seven of these are said to have been furnished to various dealers by a company called the Carolina Pine Products Co.; two others are furnished by the Southern States Turpentine Co.; one by the North Carolina Production Co.; one by the American Turpentine Co. and three by jobbing houses, the furnishers of them not being given. This printed report from the Government is worthy of the attention of all dealers in turpentine and it is not out of place to say to them that where prices are cut below responsible dealers' figures, they should be very careful as to the responsibility to them of the seller, as this report indicates some of these manipulators are able to mix so successfully that they think they are safe in defying detection.

Toronto, Sept. 14. E. Fielding.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? If an immediate reply is desired by mail stamped envelope should be forwarded. If inquiry is of a nature that the correspondent does not desire publicity, he can use initials or non de plume.

Family Banner Stoves.—Illsey Bros., Castor, Alta., ask for the name of the manufacturers of the "Family Banner" stove.

The Gurney-Tilden Co., Hamilton, now known as the Hamilton Stove & Heater Co., Hamilton.—Editor.

Self-weighing Shot Case.—J. O. Cadham, Portage la Prairie, Man., furnishes the name of the Vandergrift Manufacturing Co., Jamestown, N.Y.. as the manufacturer of a self-weighing shot case.—Editor.

Galvanized Wire Nails.—In answer to an enquiry regarding galvanized wire nails in Hardware and Metal of Sept. 3, a list of manufacturers of these goods were given, but owing to an oversight the name of the United States Steel Exports Co., Montreal, was omitted. This company has developed a very large trade in Canada, and they can supply anything desired in this class of goods.—Editor.

BE ON TIME.

If you cannot be punctual to the minute it is better to be ahead of the time than behind it. The one who is habitually behind time loses many of the best bargains of life. He loses the respect and confidence of his fellowmen; he loses faith in himself.

If you have a disagreeable task awaiting you, the easiest way to get it off your hands is to do it at once. "Promptness takes the drudgery out of an occupation." The man who is a little behind time is obliged to hurry so much that he has no time for the beauties of life as he goes along.

He misses the comfort of the one who can take things more leisurely, and he makes himself the object of amusement for others simply because he is always compelled to do things on the run.

If he is behind time in ordering goods, he loses the cream of the trade. If he is behind time in announcing a new consignment, he likewise misses the seasonable custom. If he is behind time in delivering goods to customers, he loses their confidence. If he is behind in paying his bills, he loses the advantage of the discount. In fact, it sometimes seems as if the man who once falls behind is soon enveloped in a series of obstacles little and big.—Michigan Tradesman.



No. 26

THE FOLLOW-UP LETTER.

Follow-up letters are powerful levers in getting business. Probably no other form of canvassing, leaving out the personal call, is so effective. A stock letter is convincing, but if the merchant takes the trouble to impart personal touches to his letters, in fact, writes each one separately—then they have a greatly added strength. In very large and congested communities it is practically impossible to add these personal touches, but in small places or sparsely populated ones, where the hardwareman probably knows everybody by their first names, the case is different. But whether the letter is a personal one or not, it does what many other forms of advertising cannot do—it reaches a probable customer at his home. So does the ordinary circular, but circulars are often thrown away unread or but cursory scanned.

A letter, however, addressed to the householder, is another matter. All the members of the family are probably curious to know what it is all about. The letter, the enterprise of the merchant, and more important still, the matter of paint are generally discussed. The head of the family may dismiss the matter from his head shortly afterwards, but it is more than likely some one else will revert to it again at the next meal, and then the question of paint will crop up again. Thus by one letter the merchant sets many forces at work in his interests. The head of the family may through some obstinancy be averse to doing any painting but once the matter is discussed among the family he is given little opportunity to let the matter slide.

A merchant must not think, however, that one letter is sufficient. It may be in some cases, but not in all. Like all other kinds of advertising it is the repeated knocks that brings about the result. The merchant must keep a careful tally on his letters, and mark down the names of those to whom letters have been sent. When these people have not shown any signs of buying paint he must get after them again with another letter, taking care to word it differently. Do not make the great mistake of sending the same letter or then it loses the characteristic of a letter and becomes a circular, and the next one may be thrown away unread. The great thing in these letters is to make them interesting, and to do away as much as possible with the ordinary advertising expressions that are met with in circulars and the columns of the local newspapers. Hold the attention of the reader, that is the



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.
Limited
TORONTO, ONT.

M.R.M. HORSE NAILS



Hardware dealers make good profits by stocking this popular brand of Horse Nails. Made from Swedish rods by the new cold process. M.R.M. Horse Nails are capable of caring for all the farrier's nailing problems.

Great holding and driving qualities.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

point to be aimed at. If the first letter is interesting then the farmer, or whoever it may be, picks up the second letter and recognizing the sender, says: "I wonder what Mr. Dealer has to say about painting this time. I believe I will call in and see him to-day." Thus the lever works.

Too long a space of time should not be allowed between each letter. The fall painting season is none too long, and it is best to strike while the iron is hot. In these letters, besides pointing out the value of painting be sure to enlarge upon the merit of painting in the fall. There is a very popular impression that the fall is not a good time to paint. This should be corrected at once.

PAINT AND OIL MARKETS

MONTREAL.

Sept. 16. Turpentine and linseed oil continue to be the predominating features of the paint and oil market. In fact little else is talked about. With prices advancing steadily in Savannah it was only to be expected that local figures in turpentine would firm likewise, and the 1c increase taking effect this week is low considering the situation here, and the prices obtaining in Toronto. Linseed oil presents the same position as it has shown for months, a scarcity of oil, high prices in England and a growing local demand. Here again an advance of 3c was only natural. In fact, higher figures are expected at any moment. No other changes are reported, but naturally all lines are very firm in sympathy with turpentine and linseed, white lead ground in oil especially.

Trade generally is very good, and orders are of a well assorted character. The prospect of higher prices all the way round is stimulating buying, and many a speculative order is now being placed.

Turpentine.—With the higher figures obtaining at Savannah, and the general firmness existing in the paint and oil market generally turpentine prices locally have been advanced 1c. There is a brisk demand, and some buyers are buying well ahead anticipating still higher figures. We quote 97c.

Linseed Oil.—The scarcity in linseed becomes more marked as time goes on, and with the English market advancing local prices naturally follow suit. The market is simply barren of stock, and the buyer of single barrel is more welcomed than the one who wants 20 to 30. In fact holders are very reluctant to part. This condition is not confined to Canada alone. It is shown by the following cables that recently passed between a local agent and a prominent English house. The agent cabled.—"I can place 500 barrels of linseed. What commission?" The house cabled back promptly "Would rather pay you a bonus to keep out of the market." In anticipation of higher prices, buyers are extending themselves so that the demand is brisk all the way round. In these circumstances prices have advanced 3c, with a likelihood of further advances at any moment. We quote $1.02 for raw and $1.05 for boiled.

White Lead.—Indications are that the high figures in linseed will stiffen the price in white lead, and an advance may be looked for any time. Buying is good and the tone all the way round is satisfactory. We quote $5.50 to $6 according to brand.

Paris Green.—Contrary to some expectations the Paris green season has turned out a very satisfactory one. The hot weather of July and August stimulated the demand and almost without exception both makers and holders are cleaned out of stocks entirely.

Varnishes and Japans.—The fall inquiry is now in evidence and the implement factories together with the makers of carriages, pianos, etc., are free buyers of varnish. Household lines are also selling well. The competition is very keen in varnish lines, and the market is being well catered to. Despite this, however, everyone is talking of satisfactory trade.

Putty.—Putty is moving actively, and is firm in tone. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

Exceptionally high prices are asked for linseed oil and turpentine, both these commodities being at record-breaking figures. A short time ago dollar prices were promised for oil and now that figure is asked for turpentine. Quotations are not even, however, though there is no unsettling effect noticed on the market.

Trading is showing improvement in paint goods this week, and evidently the fall season is opening up. Prepared paints are moving better again, and there is a heavier steady volume of white lead going out.

Linseed Oil.—Even the lowest quotations of linseed oil have advanced 2c higher than a week ago. The lowest figures now obtainable are $1.02 and $1.05 for single barrels of raw and boiled respectively, with a majority of the houses asking $1.05 and $1.08.

Turpentine.—This commodity is this week quoted at $1, a 2c advance over last week. There is, however, a little to be had at 98c still. Trading is only fair in both turpentine and linseed oil. Rosins are still at high prices also.

White Lead.—Movements are heavier and the tone of the market is good. The improvement over a week ago is very noticeable, demand livening up well. Stocks are fairly large. Quotations are unchanged. Pure brands run up from $5.65, with No. 1 tapering down to $5.25. Red lead is firmer, though no change in price has occurred or is likely to take place in the near future. Sales are showing improvement. Genuine red lead in casks is at $4.75; 100-lb. kegs,



The Painter Who Has Tried Them All

is very sure to ask you for what he has found to be the best, and that is very sure to be

BRANDRAM'S

B.B. Genuine White Lead

Here is a lead that is corroded by the process adapted by Brandram from the old Dutch method. It is ground five times, with unusual care, and scrupulous attention to detail.

The B. B. Genuine, as a result of this improved process of manufacture, is finer, whiter and has more body, covering capacity and durability than any other white lead in the world.

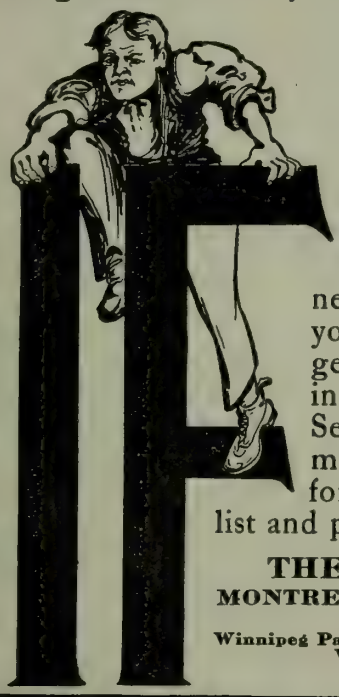
Those that know will ask you for it, and if you recommend it to others you will not only increase the numbers of those that know, but you will steadily enlarge your permanent trade.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

Hardest Job in the World

IF you are trying to build up a big paint business with inferior paints, Mr. Dealer, you have got the hardest job in the world before you. You may sell a lot of it—but the more of it you sell the more trouble you are piling up for yourself, and you'll have a merry time trying to explain bye-and-bye. More businesses are wrecked on the rock—"IF"—than on any other. You can't get around the *ifs*—you can't climb over them, nor squeeze through them—*you must get rid of them.*



Martin-Senour Paint—100% Pure

never needs an apology—no *ifs* in its manufacture—no *ifs* when you sell it—no *ifs* to explain after the customer uses it. You'll get rid of every *if* the moment you get rid of inferior paints and begin to sell the Martin-Senour Line—and you will begin to make more money, too. Suppose you write today for the proof of what we say—get our price list and plans to build up the dealer's paint trade.



THE MARTIN-SENOUR CO., Limited

MONTREAL Pioneers Pure Paint **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd. Winnipeg

The Maritime Paint & Varnish Co., Ltd. Halifax, N. S.

Don't Look For Trouble!

You, Mr. Hardwareman, have many little trade worries, we know, but you will never have any paint trouble with the

MOORE LINE

MADE IN CANADA

MOORAMEL

A Satisfactory Enamel at a Reasonable Price.

SANIFLAT

A Dead Flat Finish. Smooth and Soft as Velvet.

MURESCO

The Best Wall Finish

TILELIKE

A Varnish and Stain Combined.

Made of Pure Kauri Gum.

Contains No Rosin.

IMPERVO

High-Grade Varnishes for Every Known Purpose.

Write for Color Card and Prices.

BENJAMIN MOORE & CO., Limited - West Toronto

NEW YORK CLEVELAND CHICAGO

$5.25; and less quantities $6.25 per hundred pounds. No. 1 is at $4.25 in casks; $4.75 in kegs, and $5.75 in smaller quantities.

Varnishes and Prepared Paints.—A good tone is manifested in all lines of varnish and ready-mixed paints. Household specialties are selling well. Varnish in bulk, owing to the development in industrial trade is improving. Coach, carriage, piano and implement varnish are prominent.

Glass and Putty.—Both these lines are moving freely. This week shipments have been quite large and heavy in volume. Prices are steady with the market firm. Casks of bulk putty are quoted at $2.20, with bladders in barrels at $2.70.

Petroleum.—All coal oil lines are particularly active in movement just now. The market is firm with quotations unchanged. Prime white is 13c; water white, 15c; and Pratt's astral, 17½c.

ADVANCE IN LIQUID PAINTS.

The Canada Paint Co., Montreal, in consequence of the high price of linseed oil have advanced their prices on various lines of liquid paints, 15c per gallon. It is expected that advances will be made all along the line.

PAINT MANUFACTURER BEREAVED.

Great regret will be felt among the hardware trade generally at the death on September 10, at Halifax, N.S., of Philip Henderson, son of Joseph Henderson, president and general manager of the Brandram-Henderson Co., Montreal. Mr. Henderson had been in declining health for two years and acutely ill for the past six or eight weeks. Two years ago he went from Montreal to California in seach of health. No improvement manifesting itself he returned east, and came to his native city of Halifax. His funeral was held on Monday.

CARE OF VARNISH BRUSHES.

Much of the usefulness of a varnish brush depends upon the treatment it receives when purchased. The stock of the new brush should be run through the fingers until the loose hairs and dirt are completely worked out and it should next be placed in clean linseed oil and wiped out over the edge of the cup. The brush will then be fit for use in putting on the under coats of varnish, and after a week or two of this work it will do to use in applying the finishing coats of varnish.

A brush should always be suspended when not in use, and never allowed to rest upon its point, for if this is done it will lose both form and elasticity.

Every painter should keep his varnish brushes in a clean receptacle with a cover fitted tight enough to keep out all forms of dirt. If you happen to drop your varnish brush on the floor while using it, pick it up carefully, and holding it at an angle, flood the dirt off by pouring on a small quantity of turpentine. To clean a varnish brush, wash it in oil first, and next in turpentine. Then by a week's use with undercoats, it will be restored to its orginal cleanliness.

Your own particular requirements can best guide you in choosing preservative liquids for varnish brushes. Thus, brushes which are used every day on good clean work, can be kept in raw linseed oil. In the morning you can rinse them out in turpentine, wipe over the edge of the cup, and have brushes in fine condition for the day's work.

But the brushes which are not used so often, or have any chance of becoming dirty, you must treat differently. The rinsing in turpentine will merely loosen the dirt which will be forced up into the body. These brushes can better be kept in a finishing varnish which should be frequently changed.

Every precaution should be taken lest dust collect on the brushes, and they should never be left lying around for any length of time when not in use. If a cloth is used to clean the handles, it will distribute lint, and this work should be done with a stiff, partly worn brush.—Varnish Talks.

SOME ETHICS OF BUSNESS.

Many theories may be held by the merchant, but the cold facts remain that an enlightened self-interest is the most potent force in a business.

Permanent success is not won by deception, sharp practice, or many other unprincipled methods, but is the reward of a clear conscience, fair dealing and perseverance.

An exchange says: "The commercial agencies and the numerous legislative acts against fraud have made it both dangerous and unprofitable to be dishonest. Experience has shown that it is short-sighted to misrepresent goods; that it pays better to furnish good quality than poor, and that a good name in business is a tangible and permanent asset."

One of the surest methods to success is a close harmony existing between the employer and employes. When a company or firm show by their talk and mannerism that a department manager or clerk is only a nail or spoke in the wheel, and can be dispensed with without loss or regret, then a disorganization will spring up throughout the entire force, which causes mistakes and the loss of many dollars. The dealings between these two classes are all important, for human nature is what makes for the success of all.

We are not advocating anarchy or even disobedience, but for that closer fellowship that every successful concern has been so ready to recognize. This means, when analyzed, that sentiment is an element of success, and that the best efforts are the results of encouragement and enthusiasm. It follows, therefore, that the best results can only be obtained by the best and fairest treatment of the worker. Even if it is a selfish motive it is the foundation of success, and very satisfactory to the toiler.

In the meanwhile each employer in a broad or narrow field should recognize the obligation not only to make the business under his direction successful in its financial results, but to do this, as far as possible, in connection with, and by means of, the development and welfare of those by whom his enterprises are carried into effect.

THE HARDWAREMAN WHO DESIRES TO ACCOMPLISH MORE BUSINESS THAN HE IS NOW DOING SHOULD PURCHASE THE VARNISHES AND PAINTS OF THE CANADA PAINT COMPANY.

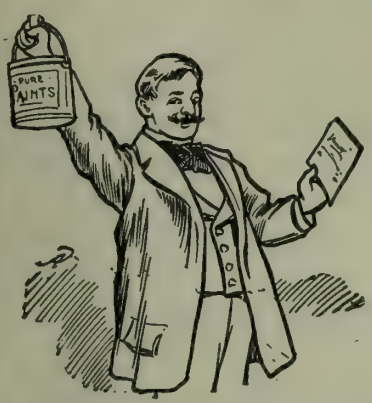
PROGRESS MARKS THE DISTRICT WHERE THE CANADA PAINT COMPANY'S VARNISHES AND PAINTS ARE NOW IN VOGUE.

SUCCESS IN ADVERTISING DEPENDS UPON GOOD COPY, A GOOD PAPER (LIKE "HARDWARE AND METAL") AND GOOD STOCK TO KEEP FAITH WITH THE PUBLIC.

FREQUENT ATTEMPTS ARE MADE TO DISPLACE THE MANUFACTURES OF THE CANADA PAINT COMPANY, BUT THEY PROVE FUTILE.

THE SUMMER LULL IN BUSINESS IS SUPPOSED TO BE IN EVIDENCE, BUT THE CANADA PAINT COMPANY ARE RUNNING FULL "BLAST" IN EVERY DEPARTMENT.

THE PAINT CALL



Always in the Fall of the year a great call goes up for paint.

Every year it becomes more noticeable what a quantity of paint is being used in the Fall.

How do you find it?

Do you neglect this important season?

Do you let the trade go past you?

Agents for

RAMSAY'S PAINTS

everywhere! Let us send you a proper assortment of Ramsay's Paints, to catch the man on the last call—an assortment also of stains, enamels, house varnishes, aluminum paints (always a big Fall seller), stove pipe varnish (another seller.)

People are now returning from the holidays. Get ready!—have a good paint and varnish display, and make a bid for this trade.

A. RAMSAY & SON CO.
Established 1842
The Paint Makers
MONTREAL

Honest Paint
is the kind every hardwareman wants to handle.

And you, Sir, have solved this problem if you are selling

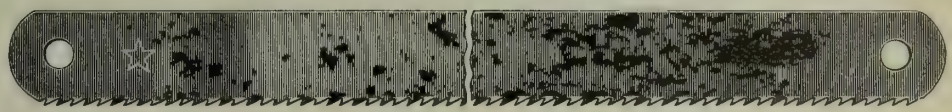
New Era Paint

the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

Write for details and prices
No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.
Windsor, Ontario

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

The secret of the success!

Our special treatment and ageing of the oil used in

ELASTICA FLOOR FINISH

have enabled us to produce a varnish which will not crack or turn white, as many other varnishes do, but remains elastic and waterproof for all time. We are producing a perfect floor finish in "Elastica," a line that every hardware man can handle with profit and satisfaction.

When You Order Floor Finish Be Sure You Get ELASTICA

Not Something That Sounds Like Elastica, but ELASTICA

N.B.—All Standard Varnish Products are sold in full Imperial Measure Cans.



"Elastica Stands the Rocks."

INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
TORONTO WINNIPEG
New York Berlin London
Chicago Brussels 2381

THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

VARNISHES
OF FINEST QUALITY

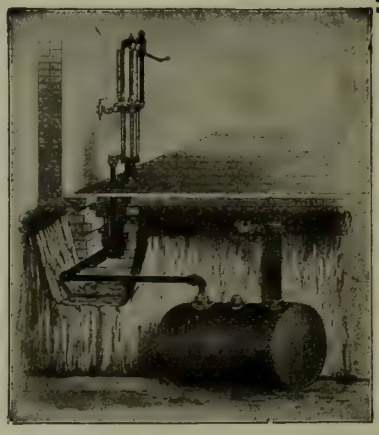
FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.



BOWSER
Self- Measuring Systems

For Handling Kerosene and Gasolene

Emphasize one feature that is important aboveall others in the general store—

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.
If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited
66-68 Fraser Ave., TORONTO

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your enquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY

Toronto, Ontario

Glidden



LET THERE BE LIGHT

A steady, brilliant white light in your store will prove an asset whose value cannot be over-estimated. Get in touch with us. Our apparatus is absolutely safe, is better and cheaper than electricity or gas and safer than coal oil and candles.

Clean and sanitary.

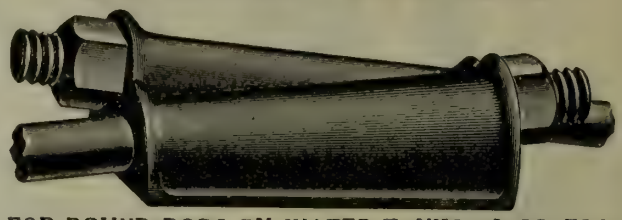
Write for circular and special price to merchants direct.

MacLAREN & CO.

Gasoline Lighting Systems

AGENTS WANTED MERRICKVILLE, - ONTARIO

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

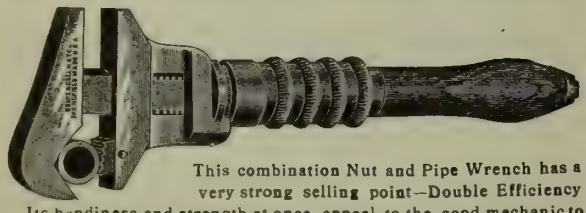
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency

Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

'Hayseed' Farmers Becoming Scarce

Modern farmers who use modern methods and buy modern appliances are rapidly taking the place of the old-time "Hayseeds." That's one reason why we are selling the trade so many of these excellent

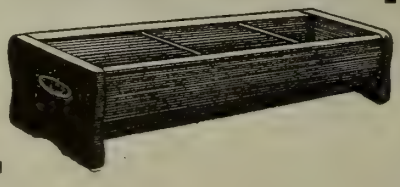
STEEL WATER TROUGHS

They are unusually strong and well made and will last your customer a lifetime. We can ship any of the following from stock: STEEL TANKS, barn, bath room, oil and gasoline, milk, cooking, threshing, street sprinklers, whey tanks, TROUGHS, water troughs, hog troughs, stable troughs, food cookers, spray cookers, maple evaporators, stanchions, water bowls, stable fittings, coal chutes, smoke stacks, steel cheese vats. Also the well-known Rowe Sanitary Lavatory and Parkyte Sanitary Chemical Closets.

The Steel Trough & Machine Co.

Limited

Tweed, Ontario



JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

QUICK, CLEAN, HANDY

TRY IT



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

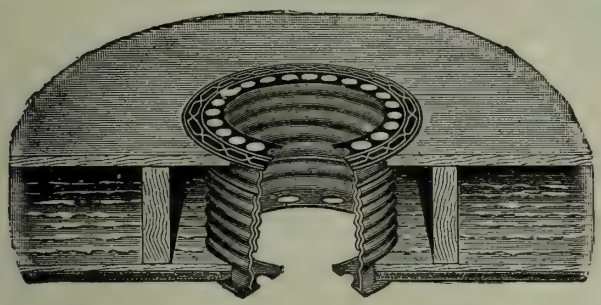
We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE Co.
MILLWALL DOCKS,
LONDON, ENGLAND.

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — Appley Bridge, Wigan, Lancs., England

Get Busy

Adding to your own profits and saving your customers' pockets by selling them

STERNE'S STOVE PUTTY

It is odorless, never cracks, makes tight joints, bakes hard and never crumbles. You should also handle

ASBESTOS FURNACE CEMENT



It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

Send for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

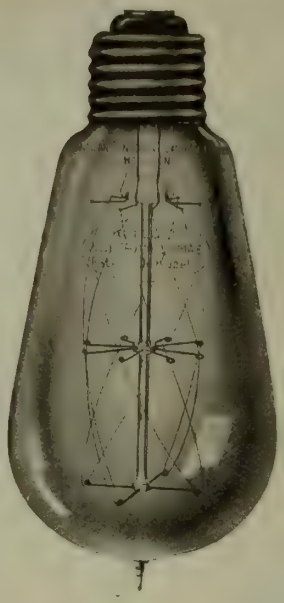
PATRONIZE THE INDEPENDENTS

"Kolloid-Wolfram"

(Registered Trade-Mark)

Brighter the Store

Better the Business



Tungsten Lamps

Better the Lamp

Brighter the Store

Use Kolloid-Wolfram Lamps. Increase Your Business and Reduce Your Expenses.

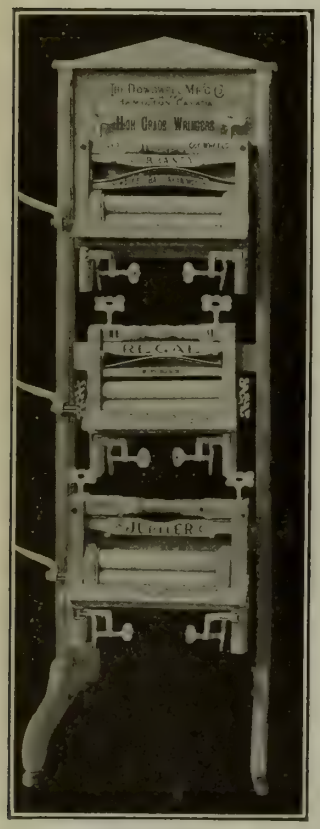
For Sale Everywhere. But Beware of Imitations.

Manufactured in HAMILTON, ONT., by

The Canadian Tungsten Lamp Co., Ltd.---Lighting Experts

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

Its a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

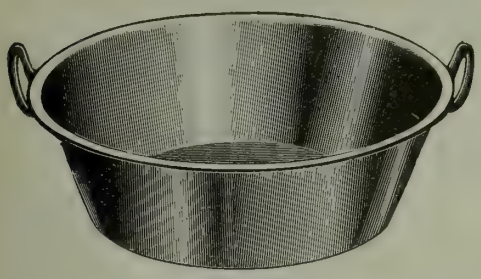
Western Agents:
H. F. Moulden,
Winnipeg



Back View

WRIGHT'S "ANTI-RUST" KITCHEN UTENSILS

Use them and avoid ill-health and disease caused by flaky enamel. Ask your jobber for WRIGHTS.
"ANTI-RUST" TINWARE



Wright's "ANTI-RUST" Dish Pan

X.X.X.X. Heavy Redipped Stock
Heavy Malleable Handles.
Quarts, 14, 17, 21.

WRIGHT'S
"ANTI-RUST"
BOILER

X.X.X.X. Heavy Redipped Stock.

Pit or Flat Copper Bottom
or
Tinned Iron Bottom.

"Easy-Grip" Handles.

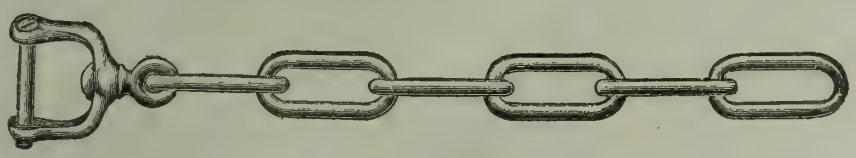
Pieced Cover.



E. T. WRIGHT & CO. (H. G. WRIGHT) **Hamilton, Can.**

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

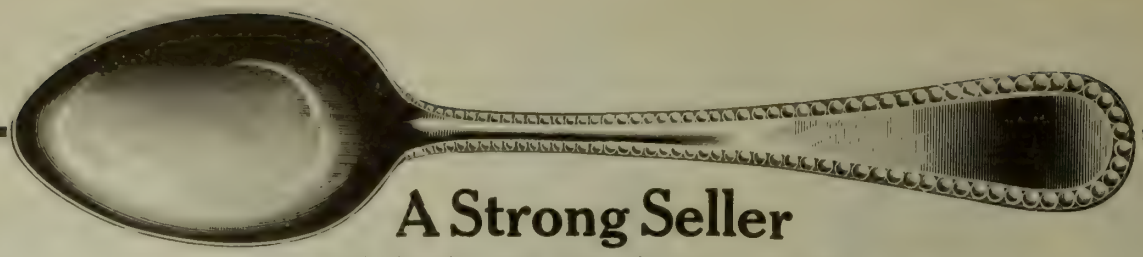
BUFFALO, N.Y. ***ST. CATHARINES, ONT.***



H. BOKER & CO.'S "DIAMOND"

In appearance and cutting quality exactly as the "King Cutter." Made expressly for Gentlemen who shave themselves. The "King Cutter" is made chiefly for Barbers.

The "Diamond" may be had from the Wholesale Hardware Trade for $7.90 per dozen.



A Strong Seller

and a line that comes within the reach of all is our

NICKEL SILVER TEASPOON—BEADED

They are of undoubted value, and are made from a special metal guaranteed to wear white throughout

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS—J. MacKay Rose, 88 McGill Street, Montreal, Que., N. F. Gundy, 61 Albert Street, Toronto, Ont., David Philip, 291 Portage Avenue, Winnipeg, Man.



Stanley Tools

THE "HURWOOD" SCREW DRIVERS shown herewith are mechanically the best Drivers ever offered. Blade, Shank and Head are formed of one piece of steel, finely tempered.

We are now prepared to ship from our CANDIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and as fast as practicable, to these will be added other lines of tools shown in our catalogue.

The word "STANLEY" appears on every tool.

Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



Maxwell's Latest

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

Good Profits Await You

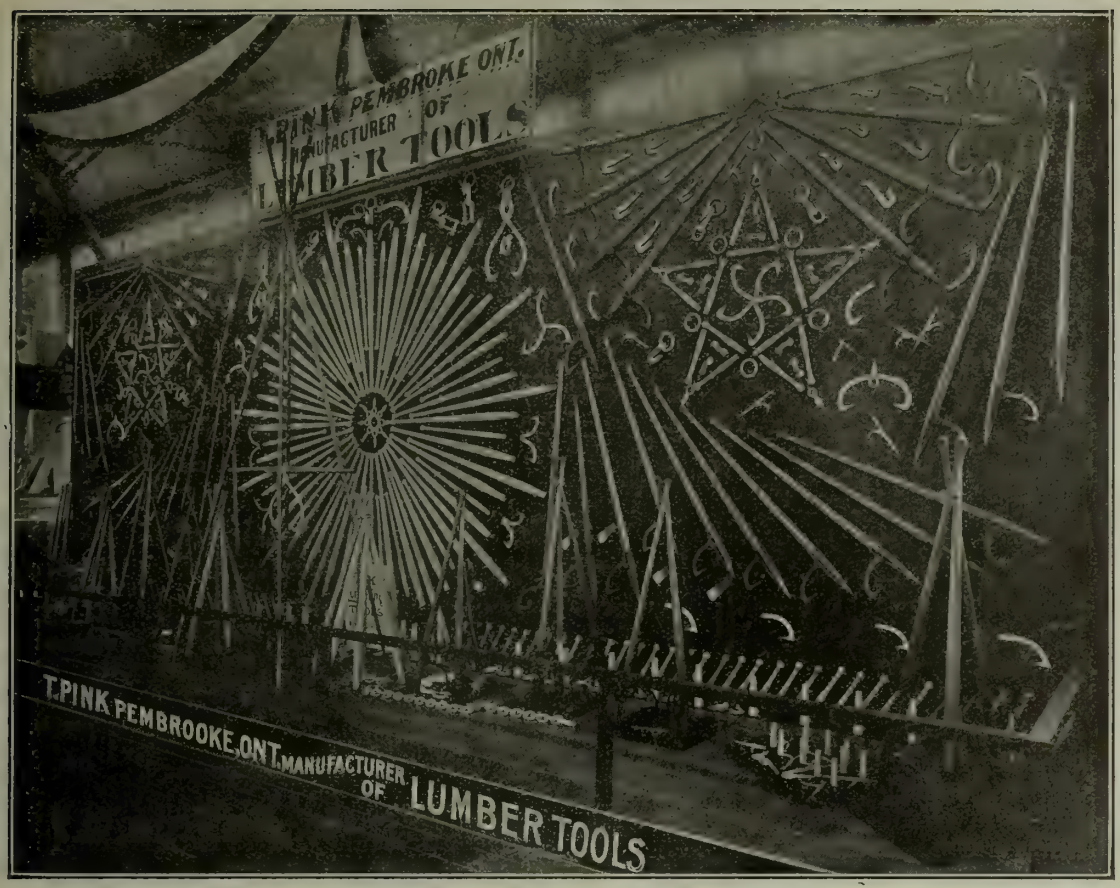
if you will get out and secure orders for the well-known McFarlane & Douglas line of

Metal Ceilings and Walls

The work is by no means hard, because, with our finely illustrated catalog in your hand, you can easily show your customers where they can save money by using our goods. Metal ceilings and walls are certainly healthier than any other kind—a damp cloth instantly cleans them. They are also fire-proof; very beautiful in appearance and will never fall down. Write for Catalog and Trade Prices.



McFARLANE & DOUGLAS, Limited, - Ottawa, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

LONG LIFE METALS

YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinners' and plumbers' solders.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

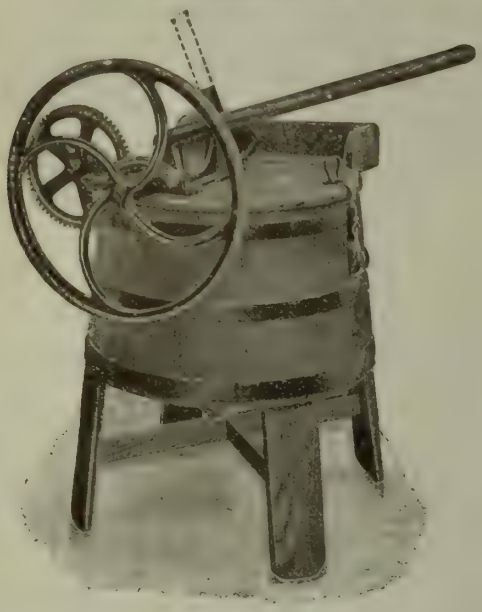
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

THERMO WASHER

(Patented Movement)



Combines a fly w eel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

The London Foundry Co., Limited

LONDON, CANADA

"The Cup That Cheers, but not Inebriates"

in perfection for all who use our



Mission Style Tea Kettles and Stands,

A handsome appearance, combined with undoubted utility makes these kettles the very thing for a gift for any occasion.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

F. H. McINTOSH & CO., 28 Toronto St., Toronto

Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues

Fine Leaf Glues

Town Glues, Medal Glues

Gelatine Glues

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PREPARED IN OUR OWN FACTORIES

HOME AND EXPORT SPECIAL F.O.B. RATES

Charles Massey & Son

LIMITED

WATERLOO WORKS, Established 1839. Newcastle, Staffs. ENGLAND.

London Office: 5 MILK STREET, E.C.

THE HULL & LIVERPOOL RED OXIDE CO. LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

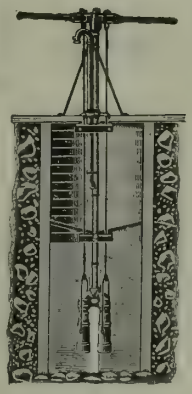
AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed will force the water any distance, and to any elevation required with ease

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



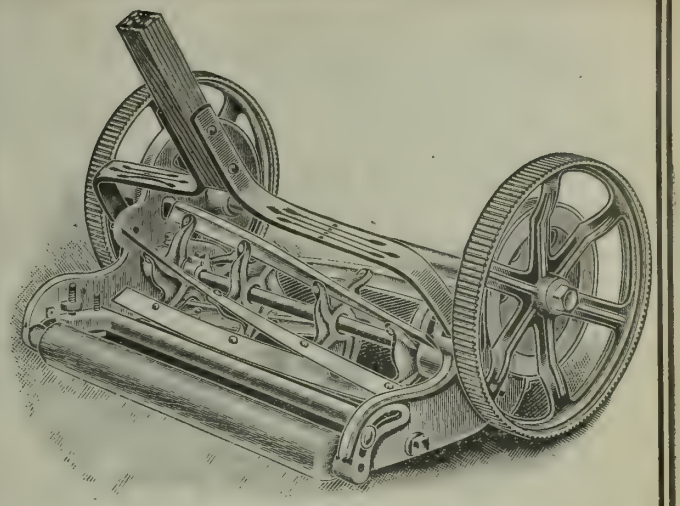
Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.
No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Plain, 16 oz., 14x48 and 14x60		22 00
Tinned copper sheet, base		24 00
Planished base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		20 00
" No. 2		19 50
Middlesboro, No. 3 pig iron	17 75	20 00
Summerlee, No. 2 "	20 25	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 60
All bright, 52 sheets	3 70	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
½ "	3 28	½ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 60 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$37 00 37 00

Charcoal Plates—Bright..

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes
Bessemer Steel—

I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.
Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.
Cookley Grade—

XX, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No 19, $2.70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

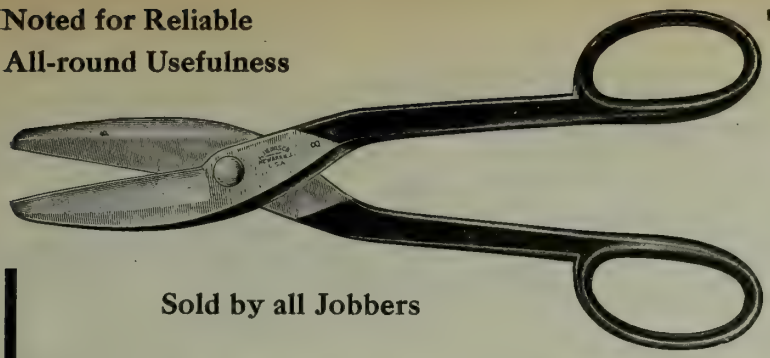
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net; Tinned wire, Nos. 17-25, $2; Nos 6-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c.; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

Noted for Reliable
All-round Usefulness



HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

Sold by all Jobbers

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Sign writers' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	1 70
Canada Paint Co.'s pure	1 75
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Ark" Brand	1 25
Moore's pure linseed oil, H.C.	1 35
Brandram-Henderson's "English"	1 60
Ramsay's paints, Pure	1 40
" Thistle	1 10
Martin-Senour 100 p.c. pure, base	1 70
Senour's Floor Paints, base	1 35
Jamieson's "Crown and Anchor"	1 80
Jamieson's floor enamel	1 75
Island City pure paints	1 50
Sanderson Pearcy's, pure	1 40
Robertson's pure paints	1 40

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal	0 13	
Water white "	0 15	
Pratt's astral "	0 17½	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 19	
Benzine, per gal single bbls	0 17	
Turpentine, single barrels	0 97	0 99
Linseed Oil, " raw	1 02	1 02
" " boiled	1 05	1 05

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oiloloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	1 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 00	7 15
" Anchor," pure	5 50	5 65
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 50
Double strap hangers, doz. sets		6 40
tandard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		6 50
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

CONGO NEVER LEAK ROOFING

The NEVER LEAK GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

FREE SAMPLE

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by writing to-day for a Free Sample. As to its wearing properties—we guarantee them. Can any reasonable man ask more?

UNITED ROOFING AND MFG. CO.

Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	[illegible]
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
600 " " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 ineh, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 nch, doz	5 25
Folding handles, 8 inch, dos	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 60 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	9 60
Adze eye nail hammer, 10 oz, dos	1 25
" hickory handle, 1 lb., dos	6 25
" straight claw, 1 lb., dos	7 00
Farriers hammers, 10 oz., dos	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ½ " "	10 00
" " ½ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 n per 100 lb.	4 50
over 12 in. "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Orescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HOUSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per dos	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper. No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast per doz. 5 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $5.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 13 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50 ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per dos	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

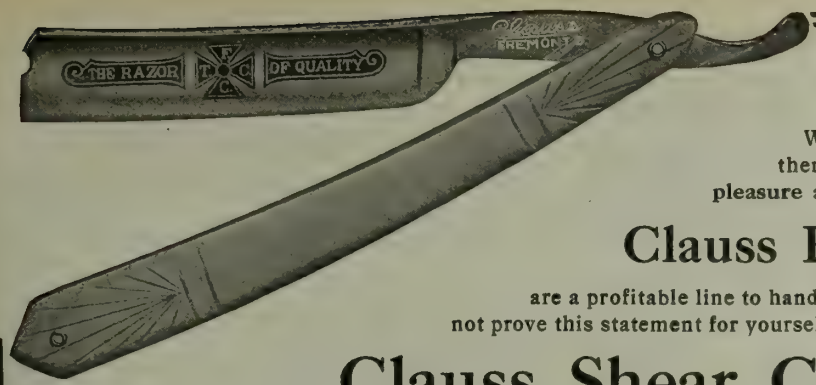
Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 45⅓
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita...per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe...per gross	3 50	5 00
Grind, 40 to 200 lb. per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lbs. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer 20 per cent.	180 00

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch 20 per cent.	69 25

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

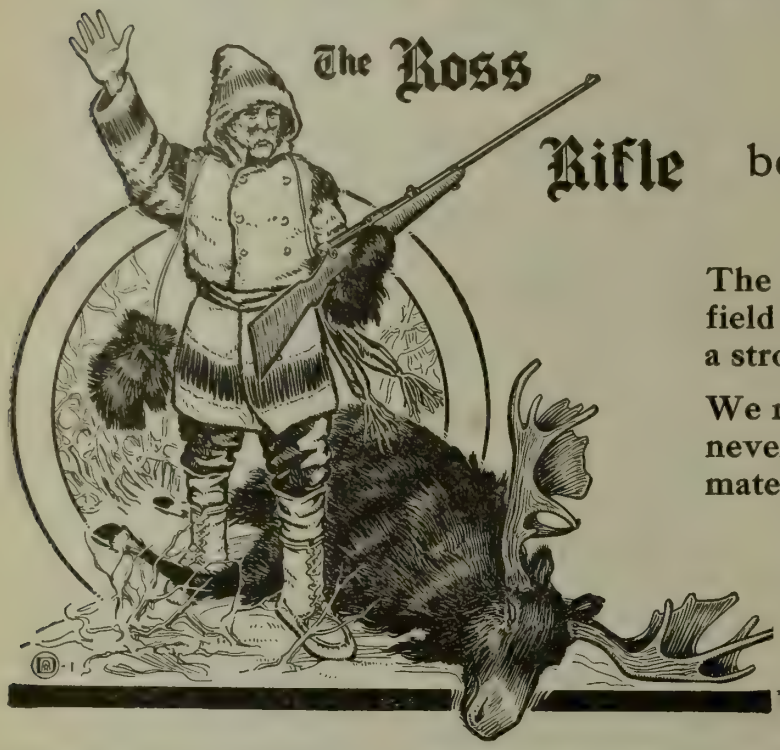
WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

YOU NEGLECT YOUR PROFIT

If you have not an assortment of



Rifle both Sporting and Military Models

The good work on the ranges and in the field which Ross Rifles have done has created a strong and growing demand for them.

We refer enquiries to the nearest dealer and never quote trade discounts except to legitimate dealers.

Write for Catalogue and Discounts

ROSS RIFLE CO.

QUEBEC, P.Q.



Wire Nails

A trial order solicited. Prompt shipment made.
Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire—Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

WELL SEASONED — WELL BALANCED — WELL FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others.

Our brands are:

"Empire," inferior only to our "Special;" and **"Imperial,"** a very good all-round stick. **"Champion,"** is a boy's stick.

Send for full particulars.

J. H. STILL MANUFACTURING CO. Limited

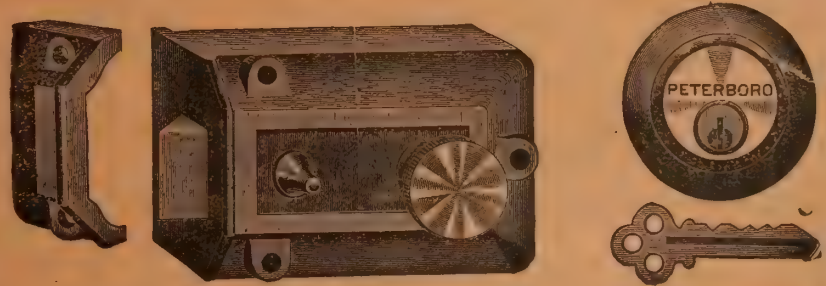
St. Thomas, Ont.

Get Right with the Building Trade

There's a large and profitable trade which can be done in Builders' Hardware, if you are handling our full range of Rim and Mortise Locks, and of Inside, Front and Store Door Sets, unrivalled at any price. Get our prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

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VOL. XXII. PUBLICATION OFFICE: TORONTO, SEPTEMBER 24, 1910 NO. 39

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"FLEUR DE LIS"

Galvanized Iron

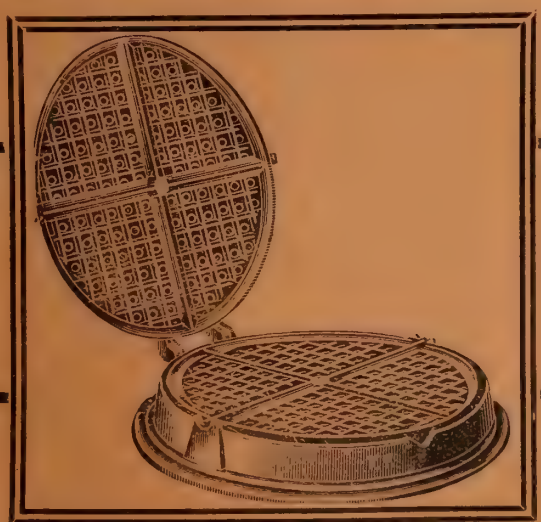
works well and wears well.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

All Folks will be Hungry for Waffles!

and you'll get your share of the vast demand for Waffle Irons created if you will only feature our



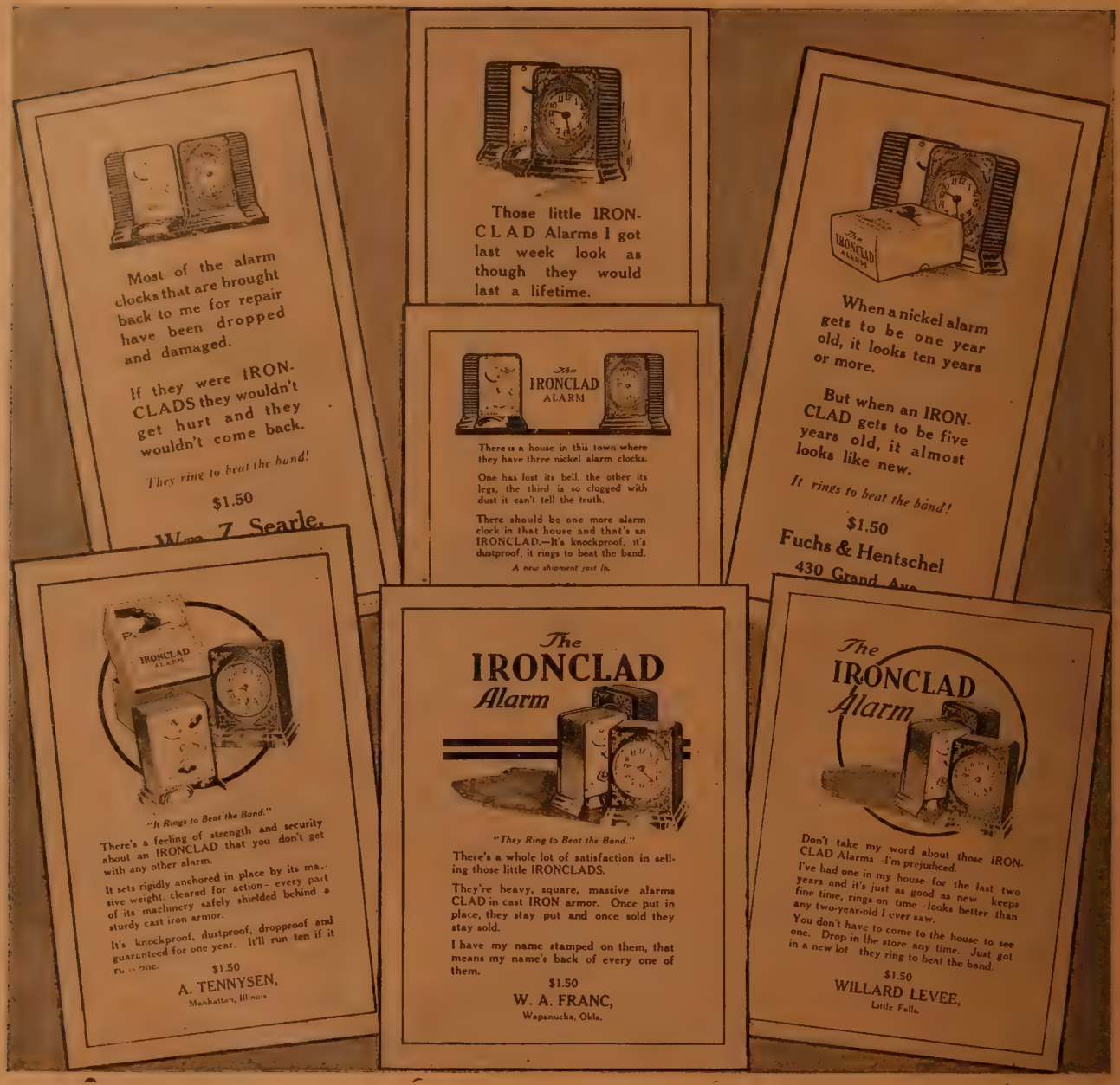
Waffle Iron

There's no Waffle Iron on the market so satisfactory as ours. We want you to find out on what we base our claims. Is it worth while? Then write us to-day.

Taylor-Forbes Co.,
Limited
Head Office and Works
GUELPH, - ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The Ironclad Alarm



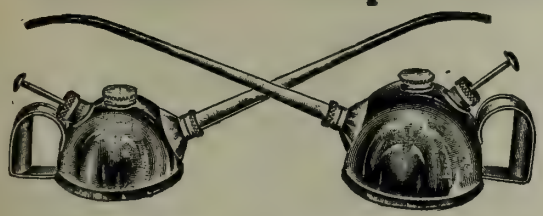
THERE'S one thing we can talk about and that's the Ironclad. We've sold close to a half a million of them and we've sold them by talking about them. Some of these talks were written for hardware dealers, for men that believe in the clocks as we believe in them. We've had them electrotyped newspaper single and double column size and we'll lend the plates to dealers that will guarantee to use them.

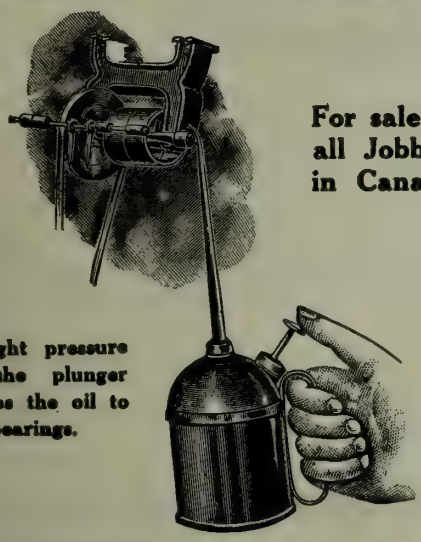
Make your requests through your jobber. We'll print your name on dials in lots of 24. We'll add a striking window display if you like to send in repeat orders.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds, can be shut off at will.

The Western Clock Mfg. Co.,
La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

STILL'S "SPECIAL" HOCKEY STICK

Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-'round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

PRICES AND DISCOUNTS ON REQUEST

J. H. STILL MANUFACTURING CO. Limited
St. Thomas, Ont.

Are You Getting Your Share Of "YANKEE" TOOL Trade

or do you turn it away? Every time you turn away enquiries for new "YANKEE" Tools you run chance of losing a good customer to your competitor. Think it over!



No. 1555
3-Jaw Chuck
Two-Speed



No. 545
2-Jaw Chuck
Two-Speed



No. 555
2-JawChuck
Two-Speed



No. 1545
3-Jaw Chuck
Two-Speed

New "YANKEE" Tools are Coming in Fast.

Ask your Jobber to quote on the New HAND DRILLS shown here

NORTH BROS. MFG. CO., Philadelphia, Pa.

We Do Not Waste Your Time, Gentle Reader

bragging about "the age of our firm," "the infallibility of our workmen" or the "superior standard of our goods."

We take it that you read these columns, not for the life-histories and self-eulogies of the advertisers, but to find out what is new and saleable and profitable in your own business.

In any advertisement over this firm's name you will find useful, truthful information about seasonable goods, not—to quote Mr. Roosevelt—"hoary flapdoodle" about the antiquity of our business.

We try to fill our space in Hardware and Metal with practical information to interest busy men.

Remember these facts when you read of "GALT" SHINGLES or "CLASSIK" Ceilings.

The Galt Art Metal Co., Ltd. :: Galt, Ont.

Selling Fast!

Why? For more good solid reasons than ever sold a rifle before. Each feature of the Standard Automatic is inducement enough by itself to sell it. But putting them all together, its greater power, increased speed, reduced recoil, light weight, perfect balance, beautiful workmanship, durability, flat trajectory, instantaneous loading and unloading features, and its simple take-down—is it any wonder these rifles have made such a great hit with the sporting world?

TWO MODELS
GAS-OPERATED
HAND-OPERATED
35-30 and 25 Calibres



STANDARD RIFLES
GAS-OPERATED HIGH POWER



BIG GAME SHOOTING

are new. There's no sentiment attached to handling them—but there's good profit instead. And there's added prestige for you—if you carry these highest-class rifles made.

"Big Game Shooting" is an interesting booklet we're sending out to the consumer. We would like you to go over it—and incidentally learn all about Standard Rifles. Let us send you some extra copies for distribution. Write to-day.

The following Canadian Jobbers carry a stock of "Standard" Rifles and can ship promptly: LONDON—D. H. Howden & Co. Ltd. MONTREAL—L. H. Hebert, Lewis Bros., Ltd. FREDERICTON N.B.—R. Chestnut & Sons. TORONTO—H. S. Howland, Sons & Co., Ltd. WINNIPEG—Miller-Morse Hardware Co.; Wood, Vallance & Co.; J. H. Ashdown Hardware Co., Ltd.; Marshall-Wells Co., Ltd., and other Winnipeg Jobbers. ST. JOHN, N.B.—W. H. Thorne & Co., Ltd.; EDMONTON—Ross Bros., Ltd.; VANCOUVER—McLennan-McFeely & Co.

STANDARD ARMS CO., 119 F. Street, Wilmington, Del., U.S.A.

Disston

Disston processes of file making have led to a success that is amazing

The buildings which, only a short time ago, many believed would house the department for years to come, are to-day entirely inadequate. Another large two-story building is now almost completed. It will soon be equipped with every modern and valuable device for the manufacture of files.

There can be only one reason for such development, such steady and rapid growth: Disston files are the best, the most satisfactory, the most economical in the World.

More and more users of files are learning these facts every day, and going where they can buy the Disston product.

Thousands of retail dealers are profiting by the reputation and the quality of Disston's brand.

If **you** are not doing so, it's time to begin.

If you are unable to obtain the Disston Brand, write us and we will see that you are properly supplied.

LEWIS BROS., LIMITED

—DISTRIBUTORS—

MONTREAL

TORONTO OTTAWA VANCOUVER

SLEIGH BELLS

"IT PAYS TO PLEASE"

By carrying a stock of our Sleigh Bells this season you will please your customers and will add new accounts, as they are superior to any on the market.

Do not miss easy sales by not having the proper ones in stock.

Latest Style
Clearest Sound
Perfect Finish



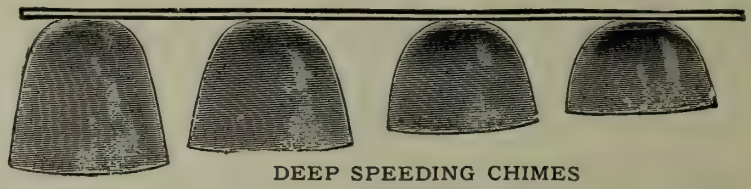
HEAVY TEAM BELLS



No. 12
SADDLE CHIMES



SHAFT BELLS



DEEP SPEEDING CHIMES



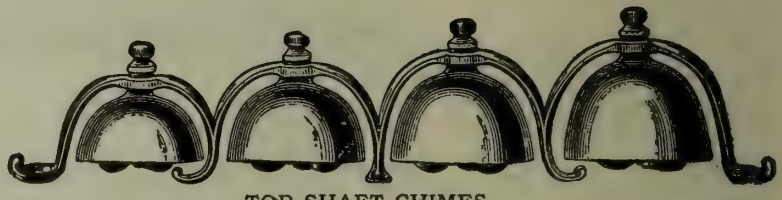
STRAP CHIMES
"Swedish" and
"Victoria"



DEXTER



CENTENNIAL



TOP SHAFT CHIMES

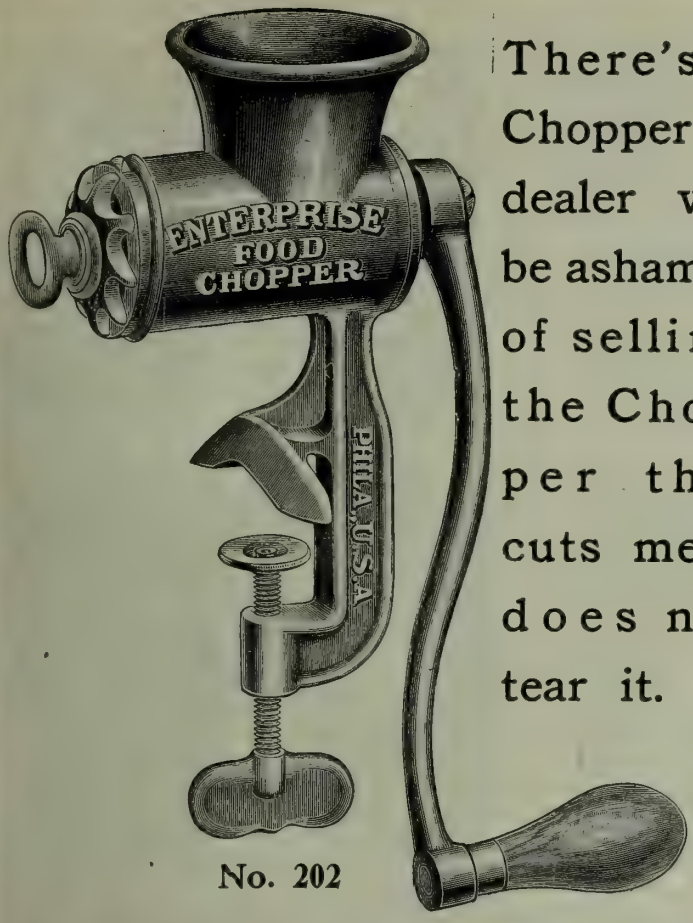
We Ship Promptly. **Write For Prices.** **We Ship Promptly.**

ASK OUR TRAVELLERS TO SHOW YOU SAMPLES.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



No. 202

There's a Chopper no dealer will be ashamed of selling, the Chopper that cuts meat, does not tear it.



ENTERPRISE FOOD CHOPPERS

are trade builders

Each one sold is an advertisement for the store that made the sale

Each Enterprise Chopper is individually fitted together, the feed screws and cylinders are carefully milled to fit each other, cutting starts as soon as food leaves the hopper. This Chopper does not tear the food, it **cuts** it. Each one packed in paper box.

No. 202 chops 2½lbs. meat per minute, weight 4½ lbs. each, four knives with each chopper, making it suitable for chopping every kind of food.

Price to Dealers $14.40 dozen F.O.B. Montreal

WHOLESALE DISTRIBUTORS:

Caverhill Learmont & Co

MONTREAL



Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes
(Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

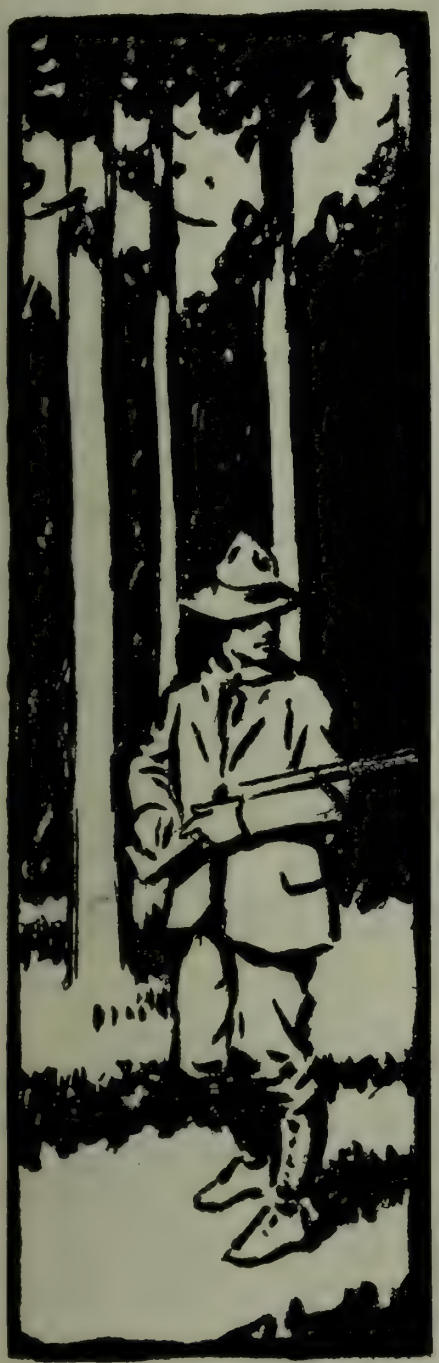
DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

American "Dead Shot" Powder



A line that we can thoroughly recommend for satisfactory performance under all conditions, and one that wide-awake dealers in hunting supplies can afford to push.

"Dead Shot" Powder has been on the market for years and has won a reputation for uniform strength and reliability. The manufacturers have the encouragement of a very successful business to keep them doing their level best.

Our persistent aim is to supply the best goods of every sort in the lines that we handle. **"Dead Shot"** Powder measures up to our standard of good quality. A trial will convince.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the utts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA



DAVIDSON'S

"Premier Marathon"

STEEL RANGE

Burns Coal or Wood

Improved Design and made with

- **18-Gauge Polished Wellsville Steel Body.**
- **Extra Large and Well-Proportioned Fire Box.**
- **New Duplex Draft.**
- **Square, Roomy Oven**
- **Cast Iron Smoke Flue.**
- **Exceptionally Heavy Top.**
- **Ventilated Base.**
- **Plain, Heavily Nickeled Trimmings.**

Can be supplied on feet or base, in four sizes and numerous styles.

Write for Booklet with Prices and Illustrations.

The Thos. Davidson Mfg. Co., LIMITED

MONTREAL - and - WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. The Disston Saw Works turned out *hundreds of dozens* of saws per week.
1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold*.

1910. Sales still increasing and the demand for Disston brand of saws and tools unprecedented.

THE REASONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works — PHILADELPHIA, PA., U.S.A.

CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

HARDWARE MEN



What makes your profit? You can't get rich in a day selling

Babbitt Metal

but if you sell

Harris Heavy Pressure Bearing Metal

you make a fair profit and you get repeat orders. This is not just selling talk. But the dealer who handles knows. Sell something that gives satisfaction and you will get repeat orders.
Harris Heavy Pressure Bearing Metal will do it.

The Canada Metal Co. Ltd., Toronto

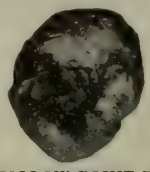
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Lon Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.

The World's Best Shot Gun

The Only Shot Gun Made in Canada



Few Parts—and all parts interchangeable

THIS IS A VERY STRONG SELLING POINT FOR YOU TO EMPHASIZE WHEN SELLING

The Simplex Action of the Tobin Shot Gun contains fewer parts than are usually to be found in guns of the hammerless type.

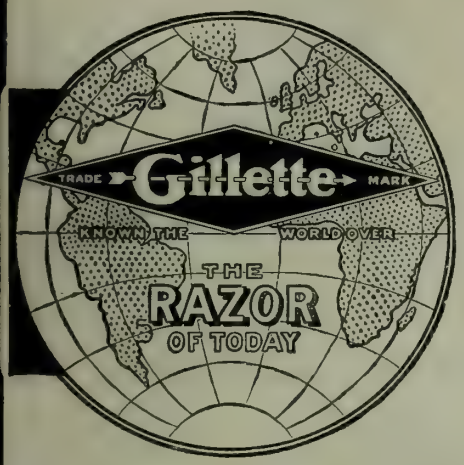
Tobin Simplex Guns

And what few parts there are are characterized by the utmost precision of action. They can be examined or removed by the use of a screw driver.

Tobin Guns are hard, straight shooters. Every gun, and all parts thereof, are sold by dealers under our unrestricted guarantee of complete, enduring efficiency. Write at once for the Tobin Catalogue.

Tobin Arms Manufacturing Co., Limited, - Woodstock, Ont.

A SUGGESTION
For Boosting Christmas Profits



Take one bright young man from among your clerks—a chap who really wants to get ahead.

Set aside for his management, from now to Christmas, a section of a counter or silent salesman in the front of your store, and a small part of your window space.

Order at once a good assortment of GILLETTE Safety Razor Sets—at least 50 per cent more than you sold last Christmas With your order tell us what advertising cards and signs you have and we will enclose with the shipment enough additional advertising matter to make a corking good display.

Then put that young man in charge of your Christmas GILLETTE Department, to give it his special care, and to push it as hard as he can. Give him to understand that it is his opportunity to show what is in him—and that a good showing will be distinctly to his advantage

Then watch your GILLETTE sales and profits go up. Watch that young man develop into a real salesman, and grow more valuable to you.

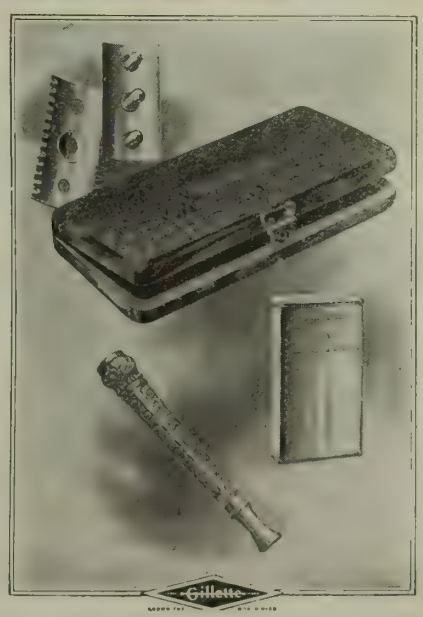
But why select the GILLETTE for this experiment?

Because you have no other specialty in your store that fills the role of Christmas leader so perfectly. Everybody knows the GILLETTE as the best razor made bar none. Men buy it for themselves—men and women buy it for a present. Its handsome appearance, real every-day utility, and popular price make it the ideal Christmas gift for a man.

Besides, we are backing up the GILLETTE with an advertising campaign, with special Christmas copy, which is not approached by the advertising for any other $5.00 article you handle.

Think over our suggestion, but whether you adopt it or not, **don't put off ordering your Christmas stock of GILLETTES.** We can fill your order received **now**, at any date you specify. Later, when the rush is on, we may not be able to do so.

Is the GILLETTE Depot Sign, shown above, getting a chance to draw buyers to **your** store?



Gillette Safety Razor Company
of Canada, Limited

Office and Factory—

63 St. Alexander St., Montreal

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

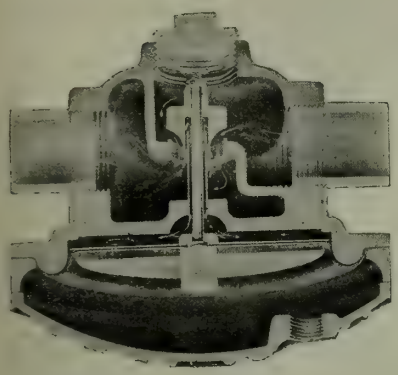
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED



IF THERE'S A GAS WORKS IN YOUR TOWN

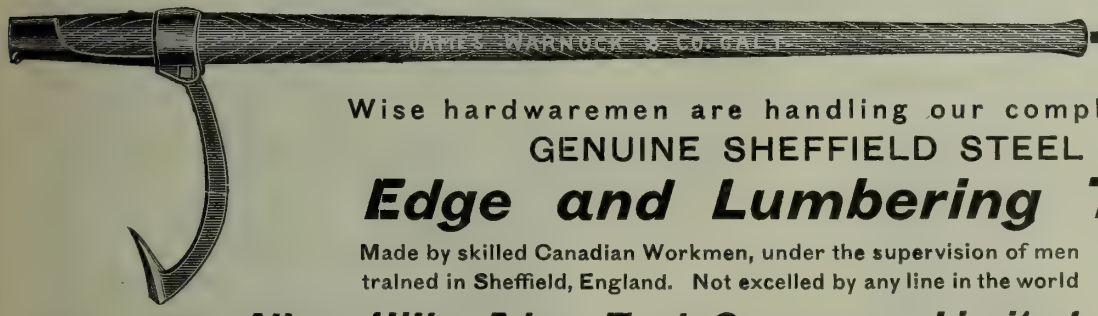
You can make extra good profits by taking on an exclusive agency for the "PERFECT" Gas Controller. Every householder or manufacturer who uses gas is a very probable buyer of the

"PERFECT" GAS CONTROLLER

because it reduces gas bills from 15 to 50 per cent. It works automatically, and, once in place, needs no attention and cannot be tampered with. It automatically controls the gas pressure from the meter to the burner, allowing just sufficient pressure to reach the burner to produce absolutely perfect combustion when the light is applied to the tip. A window demonstration always brings a crowd of interested people around the window and results in booming sales. This is a real money maker. *Write for full particulars.*

CANADIAN GAS USERS ASSOCIATION

633-637 Queen Street West : : : : : : TORONTO, ONT.



Wise hardwaremen are handling our complete line of

GENUINE SHEFFIELD STEEL

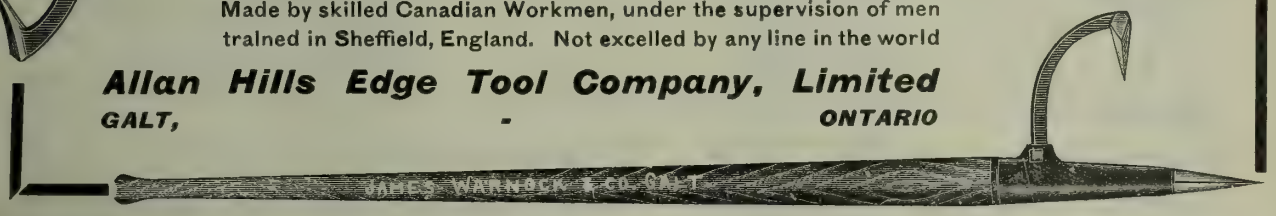
Edge and Lumbering Tools

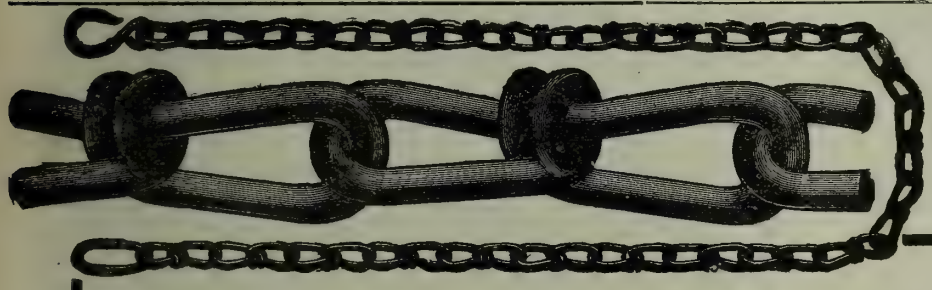
Made by skilled Canadian Workmen, under the supervision of men trained in Sheffield, England. Not excelled by any line in the world

Allan Hills Edge Tool Company, Limited

GALT, - ONTARIO

Sold by all Jobbers





New Trade Possibilities!

Every Hardwareman has New Trade Possibilities within his reach who is handling

GREENING'S TIE-OUT AND TRACE CHAINS

These well-known goods are in general demand, because they give the maximum of strength for weight of material used. We draw the wire used in our own mills and take particular care that only the very best material is employed. There are many pointers in our catalogue which will help you to get after new business. Study it carefully! The time occupied will be well spent.

The B. Greening Wire Co., Limited

Hamilton, Ont. - - Montreal, Que.

The Most Extensively Advertised Oil Consuming Devices on the Market

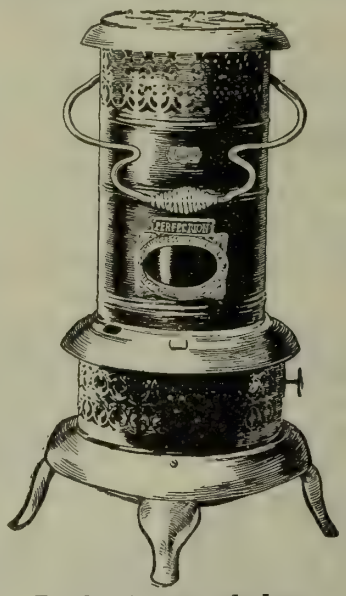
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Pe-fection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



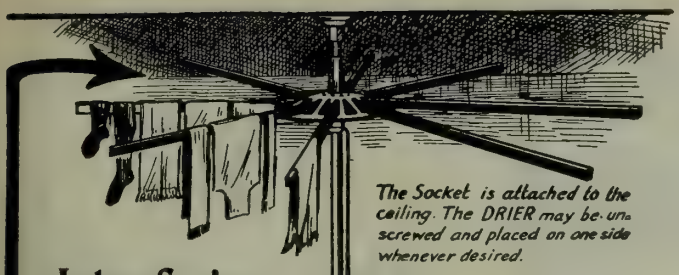
Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

NEWHOUSE TRAPS



THE NEWHOUSE is the best trap made.
Used by professional trappers.
Every trap warranted Sure to Go and Sure to Hold.
Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.
This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.

Mr. Hardware Dealer! —How many merchants do you know in your town?

Suppose you know only one round dozen.

If you can show them how to make their stores more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out for yourself.

There's a certain profit in MATERIAL for this dozen and—further profit in the ERECTION.

But, consider the effect these will have on the other merchants in your town.
It will create a big demand for artistic interiors—for

METALLIC Ceilings and Walls

—and every square yard erected means profit to you.

"Metallic" Ceilings and Walls are just as essential in the home.

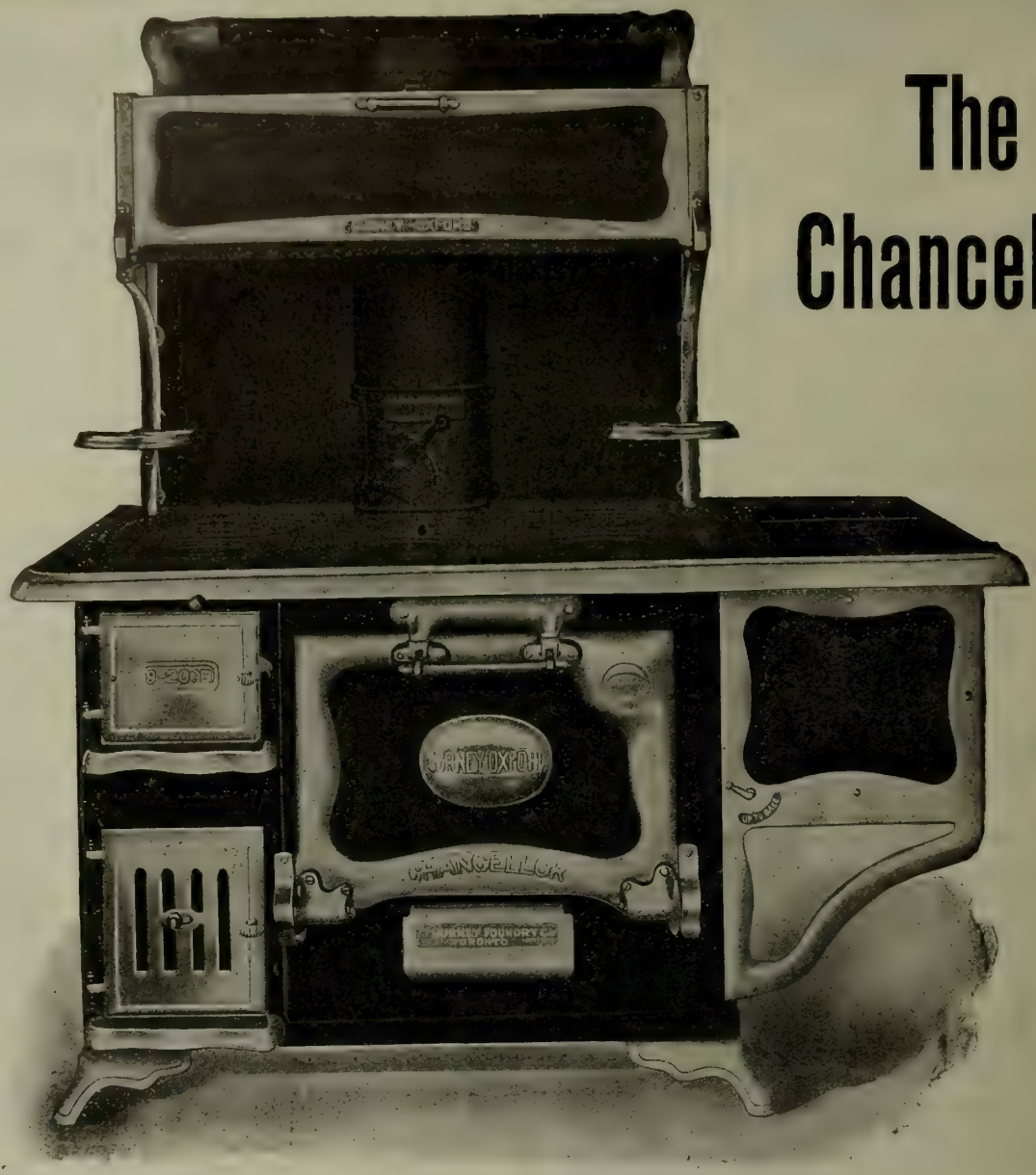
They are FAR SUPERIOR to the ordinary decoration — MORE ARTISTIC, MORE ECONOMICAL and PERFECTLY SANITARY.

"Metallic" is the cleanest and brightest interior decoration on the market and is ABSOLUTELY FIREPROOF.

Write to-day for illustrated design catalogue—it means dollars and cents to you. Send measurements of store or home for complete estimate of cost.

Manufacturers of "Eastlake" Steel Shingles and "Metallic Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG



The Chancellor

THIS is our newest steel range design and always pleases the critical buyer.

The "Chancellor" is being prominently featured in our big national advertising campaign. Note these special features.

The Chancellor is fitted with our New Oxford Reversible Grate for hard coal with large air space, guaranteeing the most heat for coal burned, or for western requirements equipped with our celebrated Duplex grate for soft coal. Remember these grates are interchangeable. Special wood grate when required.

The oven flue construction means perfect baking results. The divided strip on top ensures an even fire travel over front as well as back of oven. Moreover, this supports the top so it can't possibly sag in the centre, where greatest weight is apt to come. The firebox will accommodate a stick of wood 24 inches long. The change of linings can be made in a few minutes. The linings and grate may be removed independently of each other.

The bottom of the smoke flues is cast iron—free from the attacks of creosote. Feet on base; no scorched floors.

The oven door is strongly constructed and will support the heaviest roast. Expanded metal asbestos protection to oven top, and flue wall won't wear out. The warming closet has a drop door—when down will act as a shelf to rest dishes on. The body of the range and the warming closet of Wellsville blued steel are easily kept clean.

The broiler top is a good feature—a slight turn of a crank and the front top section is lifted at an angle suitable for broiling and carries all odors, when broiling, up the flue. Large reservoir with embossed sides. Plain nickeling, easily cleaned. The Chancellor is made with 16, 18 and 20 inch ovens, and with four or six holes.

The Gurney Foundry Co., Limited

TORONTO

MONTREAL HAMILTON WINNIPEG CALGARY VANCOUVER

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

FAMOUS AIR-TIGHT HEATERS



"D" SERIES

¶ "Air-tights," as a rule, are manufactured wholly of sheet iron, and the fuel is all fed from an opening in the top.

¶ We also manufacture an "Air-tight" with a cast-iron front and a deep, over-hanging top, giving it a large appearance.

¶ It is made with large, double-lined feed doors, swing cover with pot hole underneath, swing nickeled ornamented cover and urn, screw check in upper door, etc.

¶ Let us send you a booklet about this heater.

LONDON TORONTO VANCOUVER ST. JOHN

McClary's

MONTREAL WINNIPEG HAMILTON CALGARY

The FAMOUS OIL HEATER



¶ The public undoubtedly realize the usefulness of some style of heater which they can quickly and conveniently fire up these chilly evenings.

¶ The ordinary oil heater that is placed in the market is an odorous, foul-smelling article.

¶ Why not purchase an oil heater that is guaranteed and that you can rely on?

¶ We have manufactured Oil Heaters for ten years past and are now in a position to supply the best in that line that may be required.

London Toronto Winnipeg Vancouver

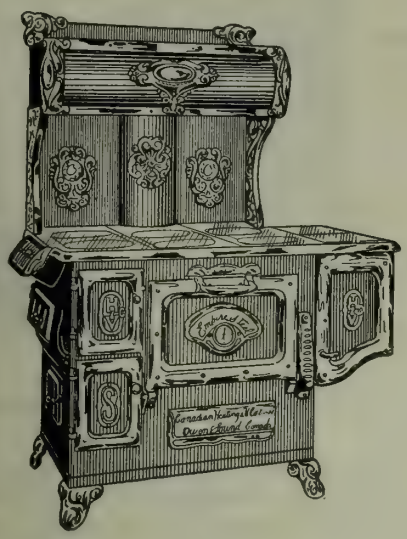
McCLARY'S

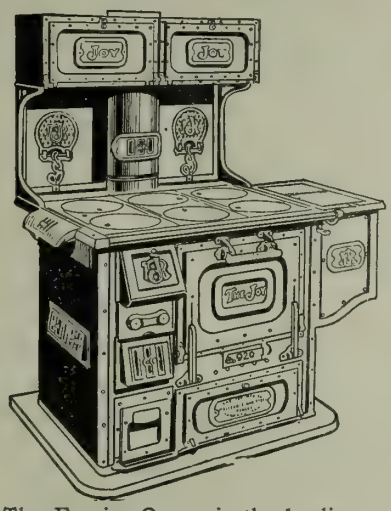
Hamilton Montreal St. John, N.B. Calgary

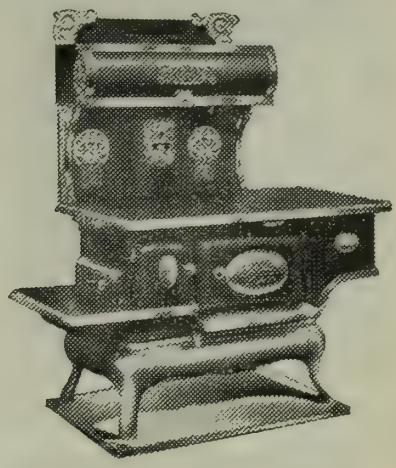
ARE YOU HANDLING

Our Three Leaders?

The Empire Queen
The Empire Steel
The Joy Malleable







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.



A Self-Selling Range

is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen that little or no argument is required to make sales.

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

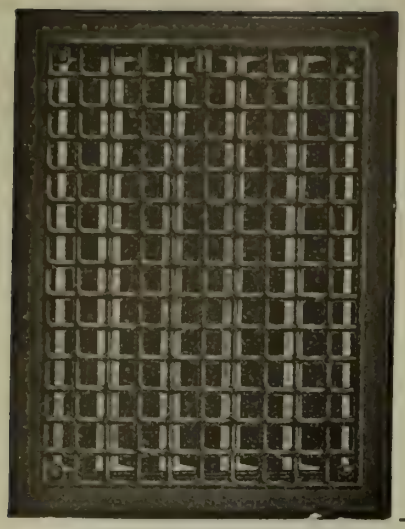
Planished Steel Ranges

burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

No matter what line you have been handling it will pay you to look into the "Monarch Diamond" proposition.

Write for Catalog and Discounts

Butterworth Foundry
LIMITED
OTTAWA - - CANADA



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

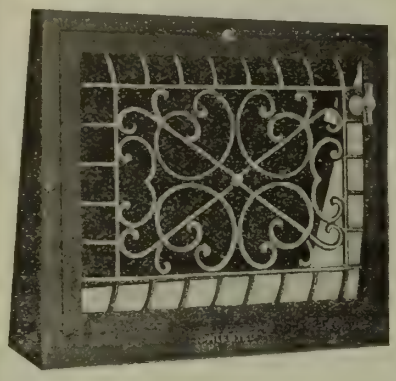
Get our Catalogue.

The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

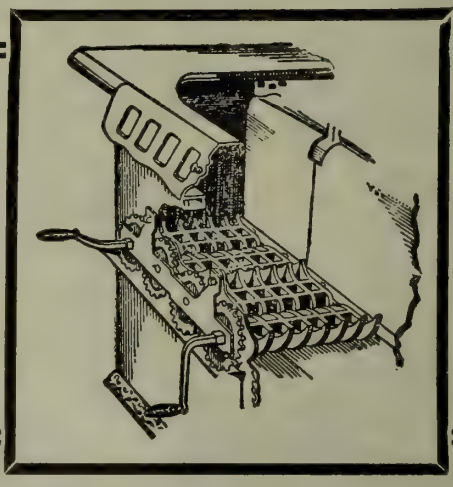
The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

Every Range is just as good as the Grate!

And that is the chief reason why you should stock and recommend the

"CHAMPION" RANGE

with the famous "Champion" Grate. This grate gives better



combustion than any other, because it is more open and more easily shaken. The cross-wise, non-warping bars prove an irresistible selling feature.

SEND FOR CATALOGUE TO-DAY

D. J. BARKER & CO.
PICTON, ONT.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

The Bull's Eye of Perfection

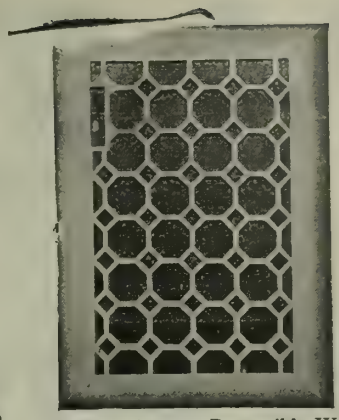
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plan is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver: also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch.

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

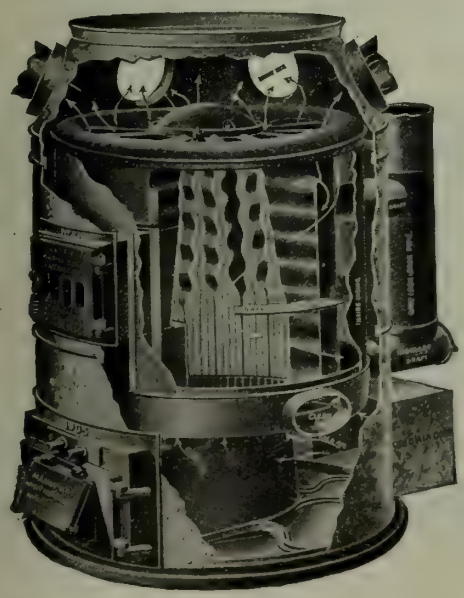
Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

PRICE LIST OR SAMPLES ON APPLICATION. PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

WHAT ARE YOU TRYING TO SELL IN THE HEATING LINE



That you could show to a buyer wanting:

A Heater different from a globe stove furnace.
A Heater more efficient and economical.
A Heater that will heat his home uniformly.
A Heater that will not waste heat up the chimney.
A Heater that does not heat the cellar.
A Heater that supplies large volumes of fresh air properly and most economically warmed.

Look into the Construction of the

Kelsey Warm Air Generator

With the ZIG-ZAG HEAT TUBES

You'll have to admit its power and efficiency. You can't help but realize its talking points and advantages in weight, heating surfaces and methods of warming air.

Buyers will accept and "insist on the best" if only shown the difference. Take the Kelsey Agency, and for your own good and theirs show them what the Kelsey is and what it does.

Send now for Kelsey Booklets and Agency Proposition.

The James Smart Mfg. Co., Limited WINNIPEG, MAN. BROCKVILLE ONT.

METALS

Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Ventilation Is Important

as a feature of modern buildings.

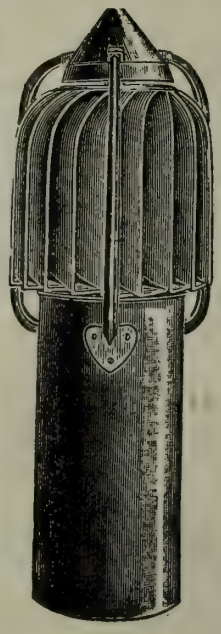
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J. W. HARRIS VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, the Aeolian Ventilator is very ornamental in appearance, while also possessing exceptional lasting qualities.

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Replying to your letter of th 14th inst., respecting the six (6) "J. W. H ris Rotary Ventilators" purchased from you, would say that these Ventilators answer very well the purpose for which they were intended.

Yours truly,
S. KING,
Superintendent, Canada Car Co.

The price is inconsiderable in comparison with the results.

Manufactured by

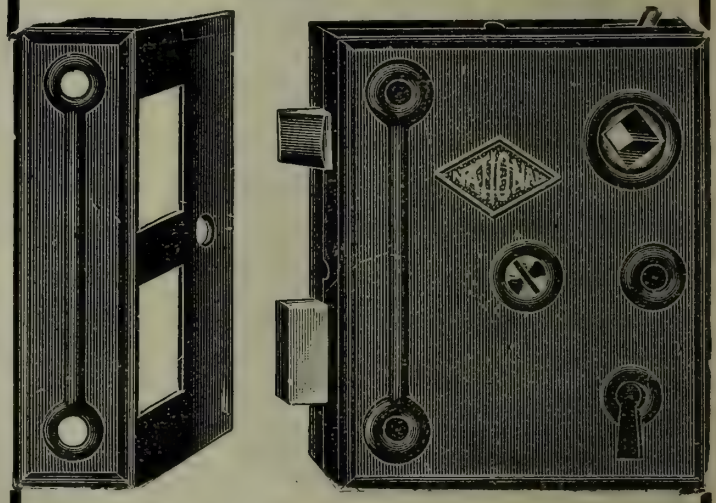
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Steel Rim Locks

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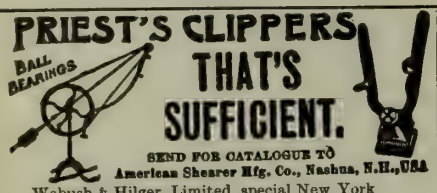
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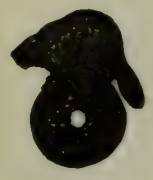


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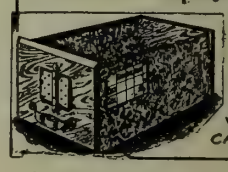
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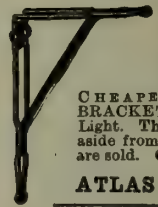
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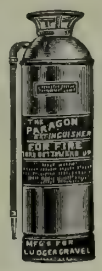
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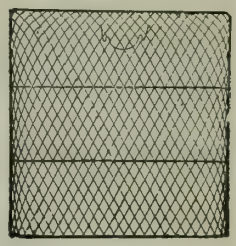
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We manufacture all grades of Wire Cloth and General Wire Work.
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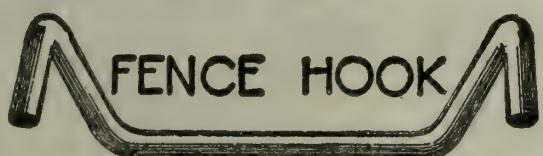
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We anticipate a brisk Fall Trade, and have a brand new stock. Can promise prompt shipments. Place your orders with us for the popular

"DOMINION DOMINION TRADE MARK. **SPECIAL"**

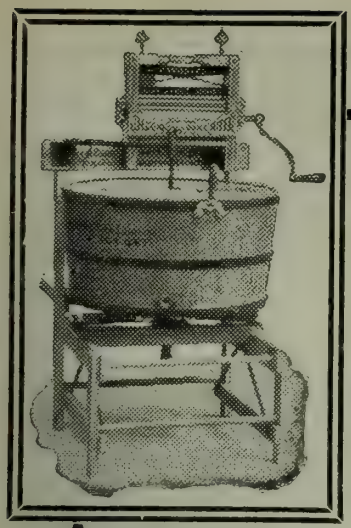
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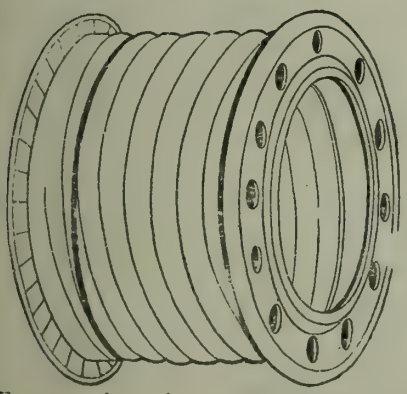
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O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

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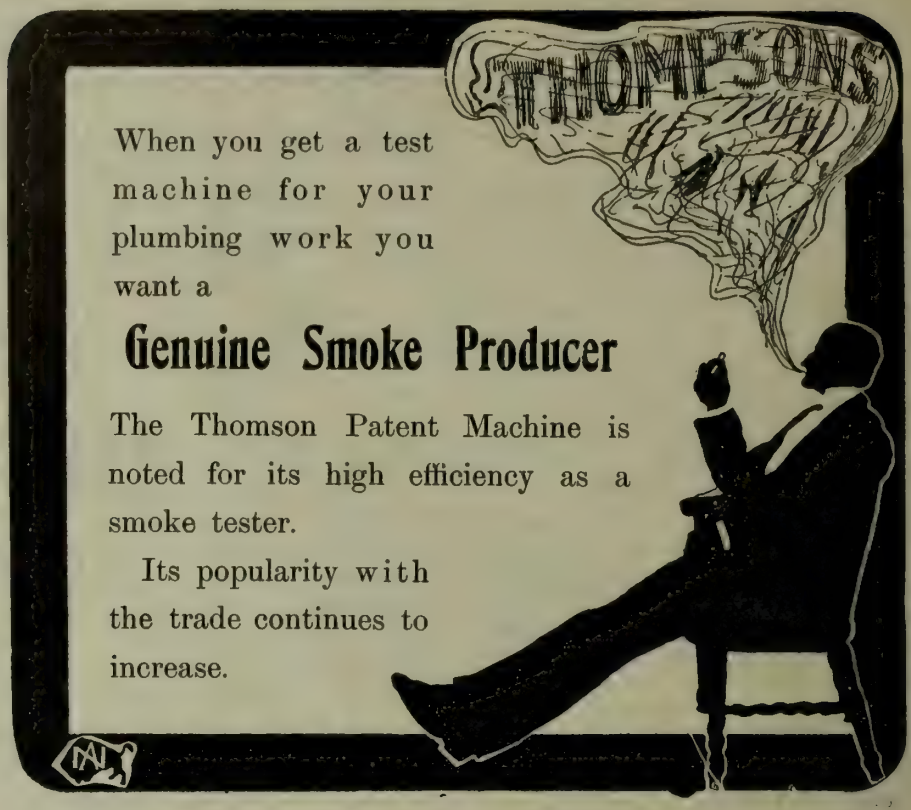
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Simple Durable Efficient



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"Automatic" Hand Power

MR. DEALER

Are you handling the right Vacuum Cleaner?

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DON'T DELAY YOUR ORDERS.

THE "AUTOMATIC" HAND POWER and "ELECTRIC" VACUUM CLEANERS stand the test, being built along practical lines and exclusive features, which no other machines have. They do the work thoroughly and are built to last a life-time. Every machine guaranteed or money refunded.

Our **"Automatic" Hand Power Cleaner** is positively so superior in power, durability, and simplicity of construction that it is in a class by itself.

Let us get in touch, Mr. Dealer. Send for our Booklet and full particulars. We're with you for more profitable, better, bigger business.

WRITE TO-DAY

Onward Manufacturing Co.

BERLIN, - - - ONT.



"Triumph" Electric Vacuum Cleaner.



Fig 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

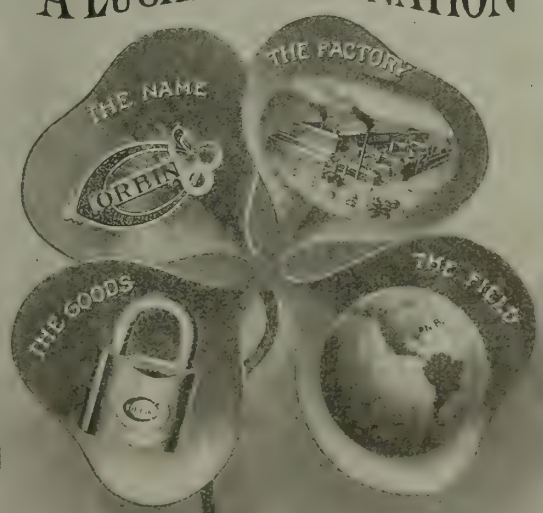
You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO. LIMITED

Galt, Canada

A LUCKY COMBINATION



EXTRUDED METAL PADLOCKS

CORBIN CABINET LOCK CO. NEW BRITAIN, CONN. U.S.A.

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CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.

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FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

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SITUATIONS WANTED

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THEY are indestructible and particularly adapted to our climate, where sleet, snow and frost have demonstrated the unsuitability of other makes.

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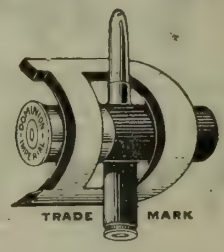
THEY are in a class by themselves, so why not protect your customers' interests by starting now? It's never too late.

THEY sell themselves, after being properly introduced, with their unique features.

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Dominion Ammunition



Many dealers, taking advantage of the quality, price, neat packing and advertising, have switched their entire trade to Dominion.

This means comparatively little money tied up in stock, a quick turn-over on the most profitable brand and new bright goods always on hand.

Sportsmen are pleased in the improvement in their shooting and the money they save, and so purchase more freely.

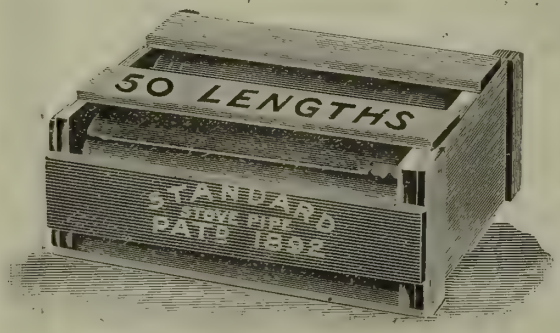
Every month more of your customers insist on having Canadian cartridges.

DOMINION CARTRIDGE COMPANY, Limited

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REQUIRES NO RIVETS OR TOOLS TO PUT IT TOGETHER



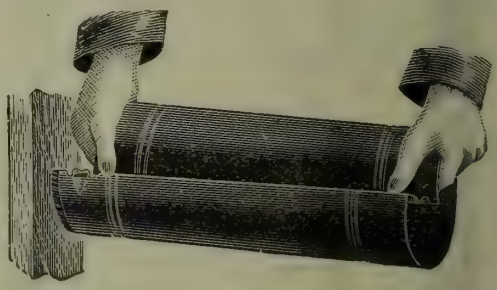
Size Inches.

Plain or Polished } 5, 6, 7

18 inches long

In crates of 50 lengths

Prices on Application



Uniform in size. Crimped at the small end, it makes an easy and perfect fit. It has a coating which prevents rust. Being nested in a closed crate, a low freight rate is thereby secured.

N.B.—It can be bought as cheap as ordinary misfitting stove pipe.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - TORONTO, CANADA

The Kemp Mfg. & Metal Co., Limited,
111 Lombard Street, WINNIPEG, Man.

The Kemp Mfg. Co. of Montreal,
39 St. Antoine Street, MONTREAL, Que.

Why One Merchant Figures Profits on His Sales

Henry Johnson, Jr., Gives His Opinions on the Much-Talked-of Method — To Base Gain on Cost and Expenses on Sales Makes Profits Look Large and Cost of Doing Business Small, he Says—This Dual Method of Figuring Fools the Merchant, he Maintains.

By Henry Johnson, Jr.

A firm in Alberta asks me why I figure cost of doing business and profits on the sales instead of on the cost? There are a number of excellent reasons, and I shall try to indicate some of them.

1. The fundamental thing in business is that we "know where we are at." If we figure profit on cost and expense on sales, we stand as the man with one foot in a boat and the other on the pier, and we are very liable to be "spilled in the drink." All of us figure our expenses on our sales, do we not? At the end of any year, when you have figured things up, if you are asked what your expenses were, you would arrive at your conclusion something like this:

"I did a forty-thousand-dollar business, and my expenses, all told, were $14,800—twelve per cent!" You might be able to report that you had made some money—and you might not. If you could not so report, the chances are that your trouble was the dual standard of figuring. If you could report net gain, that might be an indication of good fortune—showing you had succeeded, in spite of your straddle; but more likely it would be because you figured rightly.

Makes the Gain Look Big.

To figure profit on the cost is to fool ourselves by making our gain look big, while to figure expense on sales is to make expense look small. Let us take an example. Let us suppose your expense is actually 12 per cent.—which is moderate enough for any retail merchant—and let us say you have done a $10,000 business. Let us say you have added 25 per cent. to cost. Surely it looks as if you should realize 13 per cent. net gain. But do you? In order to get $10,000 by adding 25 per cent. to cost, your goods must have cost you $8,000, because 25 per cent. of $8,000 is $2,000, making the total of $10,000. All right. Twelve per cent. of $10,000 is $1,200. If you take $1,200 from $2,000 you will have $800 left—not $1,300, as you might have expected. It makes quite a difference, you see.

But let us suppose a case not so fortunate. Let us imagine that you, like so many other retailers really had not kept very accurate account, but had allowed things to go along rather blindly, hoping that 12 per cent. would cover your expenses. And let us further suppose that your expense was actually 16 2-3 per cent. And let us still further suppose that you thought you would "content yourself" with a 20 per cent. margin, and so had added only 20 per cent. to cost. How would you then come out? Let us see. Twenty per cent. of $8,000 is one-fifth of $8,000, or $1,600, showing total sales of $9,600; 16 2-3 per cent. of $9,600 is one-sixth of $9,600, or $1,600—leaving you with $8,000, and **without one cent of profit.** If this seems far-fetched, let me assure you that this is just what is happening in dozens of grocery stores throughout the country, and the owners thereof are wondering where the loose screw is located.

How One Can be Easily Fooled.

2. You often hear men, on both sides of the counter, unfortunately, make the statement that a certain article makes 100 per cent., or 110 per cent. profit; and they think that surely they are "safe" with such figures. Let us see. A certain article costs 6 cents, and sells for 25 cents—that is surely pretty good, as it looks like 425 per cent. profit. But 12 per cent. on 25 cents is 3 cents, leaving a net margin of 16 cents, which is the money you actually get; whereas 12 per cent. on 6 cents would only be .72 cent, and you should show, according to your way of figuring, 18.18 cents net profit. Such figures lead one sadly astray, because you are **NOT** doing business on this line of goods for .72-cent, but for 3 cents—which is "some different." This is an extreme case, as you well know, but it will indicate to you how badly you would get fooled on any item on which the gross margin was less—as most gross margins are in the grocery business. I have before me an item from a trade journal, wherein an example is made of a vinegar which costs 17 cents and sells for 30 cents. The margin is stated to be 76½ per cent—figuring on cost, again. Twelve per cent. on 17 cents is 2.04 cents; but 12 per cent. on 30 cents is 3.60 cents; and it is 12 per cent. **on the selling price** with which you have to deal.

Some time ago I saw a circular which guaranteed to "save 200 per cent. of your ice" through a certain refrigerating device. My question was, "Does that device **make ice?** If not, how can you make such a statement? You cannot **save** out of a given quantity of ice **more than the total.**" I found that out of 100 pounds of ice, this device saved 66 2-3 pounds, so the saving was actually 66 2-3 per cent.

The Risk That is Run.

In merchandising the total is the amount for which the goods are sold. The total of anything is 100 per cent. of that thing. Therefore, 100 per cent. of anything you handle is **all of it.** When you sell a dollar's worth of goods, a certain proportion of that dollar—the selling price—is gross profit; of that gross profit a certain proportion is expense; and the remainder is net profit. The only "safe and sane" method is to figure **both expense and profit** from the **same end of the problem.** To do otherwise is to fool yourself and run the risk of going to the bad.

By my method—which is the method of every wholesale dealer and every big merchant from Marshall Field downward—you can know what you are doing; and you cannot know by any other method. And by this plan I find that the article costing 6 cents and selling for 25 cents, pays a gross margin of 64 per cent.; the other, costing 17 cents and selling for 30 cents, pays a gross margin of 43 1-3 per cent. You can see how much less likely I am to fool myself on these conservative figures than is the man who works his profits on cost.

* * *

You may feel that this knowledge is of little use to you since you "have to handle" a good many things as you are handling them now, whether there is any margin in them or not. But do you?

What the Salesman Says.

If your expense of doing business is 16 2-3 per cent.—and that is honestly and truly the expense-ratio of unnumbered grocers who are not altogether aware of it—and a salesman offers you an article at $1.50 per dozen which is to be sold at 15c. a package, what will happen? He says that this item pays you 20 per cent. profit, which means that you sell for $1.80 per dozen. If you figure the old fashioned way, you will listen to his story, stock this article and push it—because "it pays you such a nice margin over your expenses."

If you figure my way, you may feel compelled to stock the article, but you will hide it as much as possible and push the sale of something on which you really do get 20 per cent., or better. For, on this basis of cost, this article pays you exactly 16 2-3 per cent., which equals your expense, and leaves you nothing over—and if enough of you tell the salesman this fact, you will make an impression after a while.

An article which sells for 15 cents cannot cost you more than $1.44 per dozen, laid down in your store, if it is to pay you 20 per cent. And, as a matter of fact, such an article should pay you 25 per cent., so should cost not to exceed $1.35 laid down. Then it would pay you to push it, and such an article as I referred to would have been a bet-

ter seller all along had this policy been adopted or been forced on the makers by the retailers.

They Demanded 25 Per Cent.

It is such careful study that results in the demand from the retailers for better margins. A well-known manufacturer entered St. Paul and Minneapolis sometime ago, where the grocers are well organized. He had to make his proposition to the president of the Retail Grocers' Association. And he was puzzled by the insistent demand that "we must have 25 per cent. on the selling price before we wi'l push your goods." But the deal was made on that basis, through the accurate knowledge of that progressive band of retail grocers. Truly organization "helps some!"

Hardware Merchant's October Selling Campaign

Merchants Can Inspire a Good Buying Feeling by Dispalying Plenty of Confidence in Trade Prospects—Enthusiasm in the Selling of Stoves—Value the Great Consideration—The Handling of Cutlery—Suggestive Windows Create a Demand —The Sale of Hunting Specialties.

Merchants should show an intensely aggressive movement this coming month in order to secure the best possible trade. Show goods confidently. The man who displays his lines in a half hearted sort of way creates a feeling in the minds of his customers that is not conducive to the best interests of the store. First impressions always hold very strongly and if the community get the idea that the merchant is very confident as to coming trade, and boldly shows this confidence by carrying a good line of goods and displaying them prominently, they will feel heartened themselves and will buy freely.

There is a good feeling throughout the country generally. Farmers are well satisfied with their harvests, and large industries are working at full pressure. Money is circulating freely while the banks, although they are inclined to be somewhat on the close side are not quite so rigid in demanding gilt edge securities. The merchant, by giving his store the appearance of "good times" will stimulate this feeling of assurance and guide the buying tendency into channels which will be to his benefit.

The Sale of Stoves.

Stoves should be pushed very hard this month. Merchants are prone to neglect this important staple of hardware. Stoves should not be allowed to sell themselves. If the customer's interest is excited by the merits of a stove; if the merchant takes the trouble to demonstate the value of its design; and goes into full details why this kind should be better than the other kinds on the market the sale is much more readily put through. Simply to say to the customer "this stove will cost you so much," and then to remain in dead silence while the customer peers around trying to find out if this stove is the one he or she really wants, and draws mental comparisons between this particular stove and others that have been seen previously, a feeling of confusion and lack of interest is produced which probably in the end deters the would be buyer from purchasing. The merchant kindles no enthusiasm. and the sale is lost. On the other hand if the merchant proceeds to throw open the doors, turn on the dampers, and get lost in admiration of his own article then the customer becomes enthusiastic likewise and the sale is probably made.

To work up a good stove trade it is necessary to commence as early as possible in the fall. Directly the first cold snap comes along people make up their minds to buy a stove, and they are not inclined to wait a merchant's pleasure before they get one. A full line of stoves should be shown at once and placed in a prominent position. and let their polish and general appearance demonstrate that the merchant places great store in them, and is proud of them as he is of any other article in his business.

The Value of Quality.

There is one thing in the sale of stoves as in every other article of hardware, and that is quality. Carry an article on which you can base your whole reputation as a business man. A customer only buys a cheap article once—that is an article on which much wear and tear depends. The buyer after being disappointed over an article does not remember that he in a measure is to blame for having this inferior quality one, because if he had not acquiesced the sale would not have transpired. He only thinks that owing to the blandishments of the merchant he was deluded into buying an inferior quality article which had turned out to be most unsatisfactory. The result is the merchant gets a bad name which not only deprives the store of a customer, but probably this disgruntled buyer will talk to other people and thus spread a report around which will act most disastrously against the merchant. Quality in goods has been described as the supreme magnet. One authority in writing on the question says that the reason that induces the public to buy at a certain store in preference to others is "value." Excellent salesmanship, and all the wiles and tempting inducements of the merchant give way to this consideration of value. Value will hold trade when all other inducements are absent. A notoriety for "fine-cut" prices will attract, but if, as often happens, the quality is also "fine-cut", there will be a steady leakage in the patronage of the establishment. To build up on solid value may be slower work, but rears an edifice of a more endurable character. No tradesman in his senses will sell a bad thing, hoping thereby to make another sale. There could be no swifter road to ruin. Personal recommendation is the most valuable kind of advertising. If we recommend our own goods, our recommendation is always liberally discounted, but when they are advocated by a disinterested authority, the recommendation carries its full weight. To give value every time leads directly to this highly prized kind of advertisement, and nothing should be done to vitiate the active operation of the principle. This is the supreme magnet. It alone has a firm holding power, and there are many firms to-day who can attract, but who fail to hold what they have attracted. Here it is where the personality of the private trader can spell victory for him.

The Stock of Cutlery.

With the present-giving season rapidly approaching merchants should see that their stock of cutlery is in the best of shape. Probably no line of hardware is more acceptable as a present than some article of cutlery. Cutlery has for years been considered as a staple article of hardware and when the public think of buying cutlery they think of the hardware store just the same as any one who wants to purchase a ring thinks of the jewelery store. It is well in selling cutlery for the merchant to know all about the points of the article in question. For instance, in the case of a carving knife a customer may be shown several patterns. Two of these may look exactly alike and yet one may be very much dearer than the other. If the probable purchaser can be shown why one is dearer than the other the probability is that the higher priced article will be purchased. Take a well made Sheffield carver and one of inferior make and compare them carefully as to finish and edge and temper and it will be very easy to ascertain why the one commands a high-price. In cutlery it is a mistake to sell a poor article just because it is cheap. Keep the best and hold the trade. It is a very great satisfaction to sell a good line of cutlery and to know that it is as nearly perfect as the most skilled hands can make. Cutlery makes a very fine window display and should be employed much more extensively than it is. Carvers in cases, table cutlery, and all the other lines including the ever popular pocket knife, make a window that is attractive to young and old alike. The articles lend themselves to display and it does not require a very great amount of ingenuity to be able to design a window which will not only be artistic but will be a business bringer.

Creating a Demand.

By this time the merchant should have all his fall and early winter goods in,

priced, and ready to be displayed. The cold nights are making the farmer think of the comfort of his stock during the winter. Horse blankets, halters, barn requisites and lanterns will be wanted. Probably the barns will require fixing up to be rendered habitable for the winter. Nails and putty, not to say paint, will be necessary. The merchant by displaying these lines and bringing them prominently before the farmers can make the latter think of their needs in this direction, whereas but for this the latter would be inclined to forget all about it until probably the snow arrived and then it would be too late to do any fixing up. We are all of us prone to procrastinate and unless we are continually reminded that we need such and such a thing we are apt to put it on one side and turn to other matters which may be of less importance but seem at the present moment much more essential. It is astonishing how a merchant by a suggestive window display can create a demand. At least if he does not quite create a demand he makes up a buyer's mind for him. He quickens his memory. He produces a desire. He acts as a reminder and the whole culminates into a sale.

A man who says to himself "there is a good feeling all the way around, crops were never better, people have been economizing all year, there is sure to be a fine demand, all I have to do is to sit down and the customers will roll in and buy my goods," will wake up from this dream to find that things are totally different. No matter how good conditions may be no matter how great may be the quality of a merchant's lines, his stock will not sell itself. He must get out and hustle after business. He must display his goods in front of the customer. He must, in fact, take buyers by the neck and bring them into the store and say, "'This is the article you want. There is none better on the market. Buy it and you will never regret." The aggressive salesman in a poor buying locality will do more business than an unaggressive salesman in a very rich one.

Hunting Specialties.

A merchant should have had by now, at least one display of hunting specialties. From now on shooting will be very common. In sporting goods, as in every other line, the dealer should keep his stock where the goods may be readily seen. One complaint in regard to sporting goods is that to run a series of good sporting windows it is necessary to carry a heavy stock. This is not quite correct because it is astonishing how by rearrangement goods may be made to seem new stock whereas they might be quite the reverse. By rearrangement at any rate monotony can be avoided and public interest in the stock maintained. In addition to the ordinary articles generally used such as guns, ammunition, cartridge belts, canvas coats, revolvers, shell extractors, compasses, range finders, watches, silencers, decoys and other accessories, which are very useful on hunting trips, should be carried. If some of these articles do not sell very readily that is no reason why small stock of them should not be kept. They serve for talking purposes and so render material aid. To get a prospective customer interested in a certain article is often the first step toward making a substantial sale. The articles should be marked at reasonable figures, so that any one who buys a gun may be induced to purchase a compass or a watch also, and so make his equipment reasonably complete. When a man becomes the owner of a relatively expensive article he is usually ready, if approached in the right way, to spend a little more—if it be a gun—on a case, sight, or cleaning rod. Another advantage in selling minor articles, at a relatively low price, is that it creates a demand, which in turn reflects itself in the entire business. The greater the number of these reflex actions, and the more any sport is taken up in a thorougghly systematic way, the better for the sporting goods business as a whole. When a man is out hunting in some remote section of the country he should go well provided to meet those contingencies which are always happening when least expected. The thing required for the emergency may be small in itself, but under the circumstances it is important, and should be handy. It cannot be purchased in the woods, and to get it from any distance would consume precious time of which there is not over much to spare.

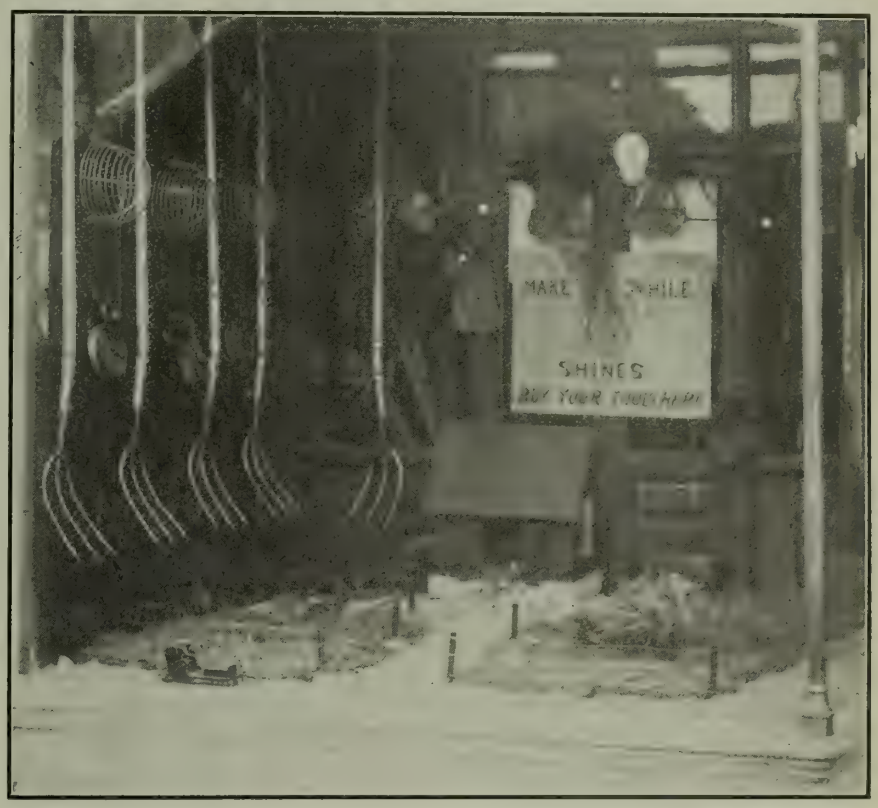
It is by looking after all these incidents that a merchant makes his department go.

HAYING TOOL DISPLAY.

S. L. Adolph, Listowel, Ont., forwards a photo of a "haying time" window display arranged for him recently by Scott Binning, a clerk in his store who has shown considerable talent in arranging displays which have helped the sale of goods.

As will be seen by the illustration the window was arranged with a barn in the rear and two hayfields in the foreground, while along the front was a roadway along which a miniature auto was running. In the upper portion of the window hay forks, gloves, etc., were arranged and a novel show card urged customers to "make hay while the sun shines."

An out of the ordinary display of this character helps to advertise the store and is a good business bringer.



"Haying Time Display in a Listowel, Ontario, Window.

LETTER BOX.

Crematory Closets.—C. Richardson & Son., Harrow, Ont., ask for the name of a manufacturer of crematory closets. Also manufacturers of hot water systems.

There is a firm in Hamilton making a closet with a furnace attachment for burning the solids, but the editor of Hardware and Metal has had personal experience with one in a summer cottage and cannot recommend them, because of the strong odor when burning. The Toronto Furnace & Crematory Co., Toronto, now manufacture only dry earth closets for summer houses, Selkirk & Co., Simcoe, also manufacture a dry earth closet.

The Taylor-Forbes Co., Guelph; Gurney Foundry Co., Toronto, and Pease Foundry Co., Toronto, manufacture hot water heating systems.—Editor.

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PUBLISHED EVERY SATURDAY.

A TAX ON INDUSTRY.

The absurdity of our present system of taxation was illustrated by a remark overheard by the editor of Hardware and Metal this week.

A Lindsay hardwareman solicited an order for paint from a local manufacturer to be used in painting his tannery.

"Not a dollar will I spend on paint until I am given assurance that my assessment will not be increased as a result of the improvement. There should be no tax on industry," replied the manufacturer, who is a man of ideas and determination.

And while the manufacturer undoubtedly took an extreme view of the matter there can be no doubt of the logic of his position.

A tax on improvements retards progress and hardwaremen, whose business depends upon the progress and development of the community in which they are located, should take the leadership in the advocacy of a revision of the laws governing taxation.

Ontario should follow Alberta and British Columbia in making it possible for municipalities to abolish taxation upon improvements. There should be local option in taxation.

THE DEALER'S UNSELFISHNESS.

What the retail hardware trade needs probably more than anything else in each town or city and in each district in these centres are a few missionaries to promote a good feeling among the different merchants.

Here is a story to illustrate: Not long ago in a large Canadian city a dealer decided to branch out and erect a second store in another part of the municipality.

Having got settled in his new establishment he set out from the very first to gain the good-will of all his competitors. Some readily reciprocated his friendship, but there was one particular competitor who would not make the slightest advance towards familiarity.

The newcomer brought about the Wednesday half-holiday in the new section by calling on his neighbors, making himself a "good fellow," and by pointing out the reasonableness of having a rest occasionally.

One competitor held aloof; he remained firm and would not consent to the innovation, although several letters were addressed to him, asking for his co-operation.

It was always his method to charge a competitor the same price for an article as he would the consumer. His rigid determination made his influence felt all over the district. If another firm ran short of an article he never allowed the customary rebate in the trade and his competitors were disposed to act likewise.

When the new arrival—who had had some good experience in an association and in his old community—came on the scene, he began giving the rebate at every opportunity, just to show his desire to work harmoniously among his competitors.

Once or twice he had occasion to send one of his employes to the store of the man who was not disposed to reciprocate his advances. He was charged the full retail price every time.

Later his competitor sent to him for some articles and each time he gave the rebate. This had the desired effect. The other changed his policy and began working harmoniously with all in the district. He gave the friendly rebates and before long decided to close on Wednesday afternoon during the summer months. He is now quite friendly to his competitors, who were somewhat surprised to see the change—and it was all brought about by the little acts of kindness of the newcomer. Had he been disposed to treat this merchant the way he was treated by him, the congenial relations among all would still be a dream.

This is a lesson from real trade life that might well be followed by others.

A good system may sometimes be discovered by mistake. A merchant found that a bill for $20 had been sent one of his delinquents who owed him $10. This man lived some distance in the country and was always hard to reach. The unintentional error brought him to the store to protest, and before he left he had paid the merchant in full. Then the "error" plan was worked successfully in other cases.

KEEP THE STOVES BRIGHT.

With the first touches of autumn chill, people are taking a sudden interest in stoves. The purchase of a winter heater, or of a coal and wood range to replace the gas or oil stove, which has done duty during the summer, is becoming a very timely subject with many buyers.

Coincidently, stove displays are appearing in the windows, and stove talks are commencing to occupy the hardwareman's advertising space.

Just one little word of advice with respect to handling stoves will prove timely. It is: Keep them bright.

It is very easy, even in the neatest and cleanest and best kept hardware store, for dust to collect upon the stoves. Or, a bit of moisture may cause a rust spot to form, or a smear of paint or oil or dirt may tarnish the bright surface.

A few specks of dust or a rust spot may seem little things, but the sale of a stove is a big thing, and in the making up of big things, it is the little things that count. The purchaser may know what constitutes a good stove and may take it despite these purely superficial blemishes. If so, the fact is a tribute to the hardwareman's salesmanship. Nevertheless first appearances count for much; and it is good salesmanship to render first appearances as favorable as possible.

So, while you are thinking of it, train that young clerk, who is standing with his hands in his pockets gazing out the window at passers-by to take his little duster, and go over every one of those stoves, ranges and heaters, that you have on display. What's more, see that he does it regularly.

It means more than you perhaps think, not only to your stove sales, but also to the clerk.

LOCAL PRICES WERE BEST.

A short time since a farmer in Manitoba ordered a stove through one of the catalogue houses in Winnipeg and received his merchandise in good condition. He was exceedingly proud of his purchase for a time. But one day when he was in a neighboring town he saw a similar stove to his own displayed in a dealer's window, and he made inquiries as to its cost delivered to him at his home six miles away. The dealer told him he would be glad to deliver it and fit the connections complete for a price that figured a little over 4 per cent. below the price he had paid for the stove alone f.o.b. in his own town.

That consumer learned a lesson concering buying by catalogue alone that he is not likely to forget soon.

PREDICTED ADVANCE IN PAINT PRICES.

As we announced in an editorial last week, paint manufacturers have decided to advance the price of paints and allied lines generally. This action can hardly come as a surprise to the trade, who have been warned by us repeatedly that if linseed oil and other raw products kept on increasing at the rate they were doing no other measure could obtain.

For some time now conferences have been held of the various manufacturers, and although there has been a mutual reluctance to advance prices, especially in view that there was no desire to interfere with the movement of the fall demand, it was felt that if quality was to be maintained prices must go higher. For instance, linseed oil now costs on an average from 40c to 45c per gallon higher than a year ago—flaxseed, from which linseed oil is crushed, being $1.20 per bushel higher—while turpentine is from 20c to 25c per gallon higher.

Looking to the future, it is impossible to hazard any opinion as to when the tension will be relieved. According to reports, the U. S. Government flax crop is estimated to be less than half of normal, and although the Canadian flax crop is reported to be larger than usual, it can be understood that the deficiency across the border will make heavy inroads upon the domestic crop, so that little relief is to be expected from the larger output in this country. Until the South American crop is harvested, it looks as if Canada will have to bear the demand of the world for flaxseed, so that the outlook is not particularly rosy so far as any immediate relief in the linseed oil situation is concerned.

Once again we would strongly advise retail merchants to have no hesitation in advancing their retail price, sufficient not only to cover the advance to them, but to allow a profit as well, and, moreover, the new prices should apply not only to new stock, but to old stock, for certainly the merchant is justified in exacting this, as to replace his goods he will have to pay the higher price. From all accounts the advance in price is general, not only in Canada, but in the States. It is a step that could not be avoided, and, after all, as we have often said, consumers of paint in the past cannot grumble as to prices they have had to pay, for paint undoubtedly has been very much on the cheap side.

The likelihood of an advance was seen long ago, as can be judged from the quotations given below, taken from Hardware and Metal during the past six months, but the move was delayed till now to meet the wishes of hardwaremen in various sections of the country. Hardwaremen who took the hint and bought or booked early have undoubtedly reaped a reward.

Tips to the Trade.

"Buyers who may be looking for a reduction in price are not likely to have their expectations realized as with seed in demand all over the world, a marked change in price cannot be looked for until relief comes from the harvesting of another crop next fall."—Hardware and Metal, March 5.

"The prediction of dollar oil comes nearer realization just at present than at any time since the commencement of the year. * * * Oil has been advancing since last May. In 1909 Canada produced 2,213,000 bushels of flaxseed, valued at $2,761,000. A decade ago only 172,222 bushels was produced. * * Both white and red lead during the year, have advanced 25c., also advancing the price of prepared paints 10 cents per gallon. * * * Indications are for higher paint prices in the near future, when the outdoor painting begins, and this in spite of the thr(atened advent of sayo bean oil into Canada." (March 26).

"This week a new and advanced price list on colors and paints in oil has been issued, the new prices going into force yesterday (April 1), and being roughly, two cents a pound higher than the old figures. The rapidly advancing quotations on linseed oil are primarily responsible for these higher prices. This advance is but one indication of the strengthening of paint prices generally, and particularly in so far as as goods which mix with oil are concerned. It is probable that an advance will be made on putty next, followed by higher quotations on prepared paint lines. * * * The prediction of dollar oil made by paint jobbers two months ago seems likely to be realized, as present quotations are understood to be slated for further advances, and booking of futures is being discouraged." (April 2).

"As predicted by Hardware and Metal, a second advance has been made by manufacturers of ready-mixed paints the higher prices averaging ten cents and taking effect May 1. * * * There seems to be no likelihood of lower prices on the principal articles used in paint manufacture before the end of the present paint season and for manufacturers to continue to sell at prices which would not yield them a profit is more than could be expected of sensible business men. Far better advance prices, even though it means reduced sales than tamper with the quality of the article. The advance in prices enhances the value of paint materials now in retailer's stocks and it is to be hoped that retailers will be gifted with as keen business sense as the manufacturers, and advance prices in proportion to the increase in cost." (April 23).

"Seed prices at Duluth are higher than for 20 years past. No relief seems in sight for almost three months yet." (April 30.)

"Oil is on the upward movement again, and in the opinion of some will go even higher than it was a fortnight ago." (May 21.)

"The price of flaxseed from the East Indies, and also at Chicago, advanced slightly, which enabled the crushers of flaxseed in Canada to advance their prices somewhat. Stocks in the hands of the jobbers are light." (July 2).

"Hardwaremen were asked to book up linseed oil early in the year, but uncertainty as to the future held back a number of buyers. Those who did book made a wise move. Flax is now selling at around $2.50 at Duluth and Chicago, almost double last summer's price, and it looks as if higher quotations will rule the coming season. Argentine seed will not come on the market until after the turn of the year." (Aug. 6).

"There is a considerable shortage in the world's supply of flaxseed, hence a strong tendency to keep up high prices." (Aug. 27).

"The high linseed oil quotations are due primarily to the shortage all over the world. While crops may not be a dead failure, the most optimistically conservative estimate yet given of the flaxseed crop in the United States places it at two-thirds that of last year. Argentine was short; so was India; Russian and Baltic seed was about the average, but that crop only slightly affects the Canadian, British and American trade, because it is consumed in Central Europe. Reports from Western Canada place the crop at about the same figure as last year; for while the acreage has been doubled, the drouth in early summer partially, and in some cases almost completely, destroyed the flaxseed crop. There is sure to be a bid for Canadian flaxseed from outside, and just as sure will this tend to higher prices." (Sept. 3).

"The advance in paints bears out the advice that we have for some time been giving merchants. In our talks to dealers we warned them that the cost of paint would be raised, if linseed oil maintained its bullishness, and that the merchant who ordered his fall stock early would reap an advantage." (Sept. 17).

Must Advance Retail Prices.

The hardwareman who has not followed our market reports carefully has been a loser as a result of his negligence, and the merchant who fails to take our advice to increase the sale price of his mixed paints will have cause to regret it.

Hardware and Metal has made extensive enquiries and has been unable to find one retailer whose business has suffered as a result of the advance in paint prices made last spring. On the contrary, there has been a larger trade in ready-mixed paints than ever before, one reason for this being that master painters have found it cheaper to buy ready-mixed paints than to purchase lead, oil, colors, etc., and mix the materials themselves.

To secure higher prices for mixed paints merely requires nerve and salesmanship—nerve to make the step and salesmanship sufficient to point out the reasons for the advance and the advantages of paying a fair price for goods of high quality in preference to low prices for adulterated goods.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil.—Advanced 6c.
Turpentine.—2c to 3c advance.
White Lead.—25c per 100 lb. advance.
Prepared Paints.—15c to 25c higher.

Toronto.

Linseed Oil—Up 5c.
Turpentine—Advanced 3c.
Putty—Up 10c.
Prepared Paints.—About 20c gallon higher.
Colors in Oil.—2c a pound higher.
Varnishes—Up about 15c.
White Lead—15c to 25c advance.
Spelter—Advancing.
Pig Iron—Canadian foundry down 50c a ton.

MONTREAL.

Sept. 23.—Prices are unchanged this week under a fair buying movement. Users are taking metal steadily, wanting for immediate use nearly every pound they buy. There is a tendency for country buyers who use a good quantity of metal to increase their ordering in view of the approaching end of the navigation season Jobbers and first hands seem very satisfied with the amount of trade being done, and with the prospects for the fall months Prices have been kept as steady as the primary markets have allowed, and there has been no extreme desire to follow the daily fluctuation in London or New York The higher prices obtaining in tin have not checked the demand, so far as immediate wants are concerned, although it has naturally tended to keep back any great booking ahead

The corner in tin in London has received several checks, and while the bull party still remain in control, the market has been steadily dropping. Even now the price is away ahead of the figures obtaining in July. There is considerable speculation as to what will happen before the Banca sale comes off. There is some doubt as to whether the American consumption has been so heavy as it has been made out to be. Copper has been without any interest, and the jobbing trade has been dull. A drop in English prices caused New York to sag a little. It is reported that a genuine attempt is being made to reduce the output by some of the larger interests. Spelter continues to advance, but lead remains steady. The United States iron and steel market seems to have lost some of the ground gained during the past two weeks. Prices are being shaded to command large orders. Evidently the labor disputes are having a very weakening effect upon the Old Country market. Prices are weak, and Cleveland Warrants have been considerably lower.

Pig Iron—No fresh features are showing in the local pig iron situation. Business seems to be somewhat uneven, but generally there is little dissatisfaction expressed. Orders are coming in steadily for winter requirements. New business is evidently very disappointing in the States, and large orders are met by shaded prices. It is reported that the total volume of business last week in all sections and for all kinds of iron was scarcely 75,000 tons, and nearly all the gain was in the east. Competition in new business for steel is steadily increasing, and concessions are being made on both fabricated and plain material.

Tin—Tin prices locally are unchanged. Although if the drop in London continues there will be a sag. Good jobbing trade is being done at 37c, although for fair-sized orders the price is made under this. In anticipation of prices falling, owing to break on the London corner heavy buyers have been holding off the market. Although prices are considerably lower in London than they were, the bull operators are still in control, although things are expected to happen before the Banca sale. One result of the high prices has been tha. other lines of tin besides Strait Settlement have been bought by those who declined to pay the high prices obtaining in the latter kind.

Copper—Copper is unchanged at 13½c. Trade generally is fairly satisfactory with inquiries showing that steady business is likely for some time to come. The country demand shows the stimulation that is generally felt in the fall. The situation in New York is very much the same. Fluctuation in London caused prices to weaken a little, but only for large orders. Exports are increasing, but there seems little improvement in the domestic consumption. There is an opinion that some of the large producers are reducing their output, but there is no concerted action.

Spelter — Spelter remains unchanged with steady business reported. Some of the larger buyers have been in the market, as prospects indicate higher prices in the future. The English market is advancing to old figures again, while St. Louis reports improvement. Buying in both markets is very good, and supplies are held strongly.

Lead—Lead, both imported and domestic, is unchanged. Trade is about the same, with users buying just as they want the metal. The English market remains very little altered, although the tone is on the weak side.

Scrap—The market is dull with little scrap showing. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery cast scrap, No. 1, $16; stove plate, $12.50; malleable, $9: miscellaneous steel, $5.

TORONTO.

Sept. 23.—A somewhat better feeling is abroad and at last the situation appears to be improving. Iron has been moving out on old contracts principally and there has been a dearth of new business. Canadian furnaces are still reaching for orders and this week Hamilton is offering pig iron in car lots 50 cents below last week's quotations. No. 1 grade is $19.50 f.o.b. Hamilton and No. 2, $19 per gross ton.

Spelter is the most active metal just now and copper is showing firmness. Tin is unchanged. Canada plates are slow in delivery and are consequently scarce. Prices, though, have not advanced.

Pig Iron.—The prospect appears to be somewhat brighter despite the fact that Canadian foundry iron is down 50 cts. a ton. Scotch and English irons hold unchanged at last week's figures and the market is fairly firm, especially for Scotch irons. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Jarrow is $20.50 and Glengarnock, $22.50.

Spelter.—This metal is at present most active. The sale of 3,000 sheets of zinc to Argentina gave a great impetus to the market and not only stiffened up prices, but stimulated trading. While spelter can still be had it last week's quotation of $5.75, local houses are asking above that figure up to $6 for small quantities.

Sheets and Plates.—Stocks are lowering and supplies are scarce. Deliveries are yet delayed and buyers are pressing for shipments. This has tended to keep all prices firm, though no advances are yet reported.

Tin.—The market is holding its own and tin while at the drop price of 37c—last week's quotation—is firmer than for some days. Deliveries are more free both to Europe and America and production in the east has also been increased. While supplies are coming in more freely stocks on hand are low.

Copper—Trading is more satisfactory. Sales are good and the market is steadier in regard to prices, though the quotation remains at 13½c. Orders while not calling for large individual quantities are so frequent as to make the total bulk pretty big.

Lead.—This metal keeps on growing in importance. Of late the local market and the lead situation generally have been gathering strength. Last week's figures—$3.80 for imported and $3.75 for domestic—still hold, but the metal is firm at these quotations.

Old Materials.—Nothing untoward is happening in scrap lines. Old iron and steel is bulking up making stocks pretty large. The other metals are changing hands frequently enough to make business worth while. All prices are steady and unchanged. Dealers are paying this week for heavy copper and wire, 11 to 11½c; light copper and bottoms, 9¾c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 23.—An encouraging fall movement is noted, and jobbers express satisfaction with the way business is shaping. Travelers are writing in most optimistically, and the tone all the way round is extremely good.

Fall and early winter lines are going out steadily, and orders are well assorted in character. Lanterns, stable and barn requisites and sleigh bells, are prominent, while delivery is also being taken in snow shovels, boot calks, axes and axe handles. Household requisites are moving out well, bread makers, food choppers being in good request. Guns, ammunition, and other sporting requisites are prominent. Skates and hockey sticks are also moving in a very encouraging manner. Builders' hardware, bolts and nails are showing up well. The Maritime Provinces are improving in buying generally, while the North West is showing distinct improvement. Prices are unchanged, and the general tone of the market is firm.

Seasonable Lines.—Household lines continue to show up prominently, dealers reporting a good consumptive trade. Bread makers, food choppers, potato slicers, knife cleaners, wringers, washing machines and sad irons being prominent. Fall and early winter lines are now moving well, while the booking is extending for sleigh heaters, weather strip, and snow shovels, delivery being taken in some cases. Lumbermen's tools are also showing better strength not only in the booking but in immediate delivery.

Builders' Hardware.—The demand continues steady for locks, lock sets, push plates and other lines. The building season locally is at good strength while dealers report a promising country demand. The market is firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Sporting Goods.—Guns, ammunition, cartridge belts and bags, primers' decoys and other requisites are in good request. Rush sorting up orders show the strength of the consumptive demand. Skates and hockey sticks are also moving well. Booking is commencing for snow shoes, toboggans and sleds.

Bolts and Nuts.—The demand continues very good for bolts and nuts while the local trade in nails has improved, dealers making up their stocks caused by the inroads of the stands for the Eucharistic Congress. The market is firm, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—The demand maintains its strength, especially from the large industrial centres, bar iron and steel being prominent. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire.—Wire is showing good demand, especially in the more seasonable lines. The market is unchanged and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80. Galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal. Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots. Plain wire, bright, annealed and annealed and oiled, $2.35 base. Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Sept. 23.—The good business movement noted last week is progressing and even shows some improvement. Continued fine weather in the country and the favorable report on crops have enlarged the fall trading. The west is doing splendid business, judging by travelers' reports, and in the country sections of Ontario the county fairs are helping the hardware trade and are also benefiting collections.

Demand is mostly for fall goods, though the range of articles moving is great. There are no price changes to report, but the market situation is strong with quotations firm. Stoves are moving out splendidly, and it looks just now as if the great sales record of last year will be broken this season.

Kitchen, housecleaning and general household goods keep moving steadily, and there is a splendid trade passing in builders' hardware in the larger towns. Guns and ammunition are foremost in sporting goods just now, and in fact are prominent in a majority of the orders received by jobbers.

Fall Goods—Splendid trading is passing in a wide variety of seasonable goods. Shelf hardware is perhaps most active. Country hardwaremen report fine sales of farm and stable tools, fittings and supplies; with fence wire moving pretty freely. Horse blankets and lanterns are active and so are forks. Shovels of all kinds are in a class by themselves, every week bringing a demand for some one or other kind. Shipments of snow shovels have already commenced and there is fair inquiry for sidewalk scrapers. Cow ties are going west in larger volume than ever. Weather strips and wire door mats figure in many orders. Axes and lumbermen's supplies are opening fairly well.

Builders' Hardware—Demand keeps up at the record notch. The class of goods moving is variety and somewhat away from standard patterns. The grade wanted is higher than ordinary and some demand hardware of a high quality and exclusive pattern. The market is firm. Builders' tools have eased up somewhat. Nails and screws are in big demand.

Household Goods—A few good calls have been made this week for preserving goods and food choppers. The movement of housecleaning articles is steady and fair. General household goods show up fairly well in orders, though there appears to be a slackening in the call for this class of goods. Table cutlery keeps normal.

Heating and Lighting Goods—Stoves are moving splendidly. Manufacturers say they are having some little difficulty in filling orders promptly, so great is the call for immediate shipment. House lamps are going out increasingly well, and splendid sales of stable lanterns have been made this month.

Heavy Hardware—pipe is still in first place so far as the call is concerned. Bar iron is moving a little better. That is it figures in more orders, though the quantities wanted are still small.

Bolts and nuts are good and fairly active. Structural steel beams are pretty prominent, and some good sales of chain have been made recently.

Sporting Goods—Shot-guns, rifles and ammunition continue to be the most prominent line in sporting goods. A majority of orders call for this class of stock. Hunting outfits and supplies are inquired for. Knives are selling well. Skates and hockey sticks are coming to the front, and orders for sleds and toboggans are already high.

U. S. IRON TRADE.

Cleveland Sept. 22.—The Iron Trade Review says:—Some disquieting rumors, now positively denied, have been circulated regarding low prices on finished steel, and there appears to be considerable uncertainty on account of political activity, but the iron and steel market does not seem to have lost any ground.

Sales of steel bars in fairly large lots have been made on a basis of $1.40, Pittsburg, and the market is firm at that figure. Bar iron is weak. Several contracts for hoops and bands have been renewed at current prices. Further weakness has developed in the market on sheets.

A new low quotation on basic pig iron has been established by a recent sale of valley iron, and $13.50 valley, can be done for prompt delivery. Consumers continue to play a waiting game and the market is not showing much life.

Store lighting is of vital importance in these days of modern improvements. Whether you use gas or electricity, get the best. A gas cluster of inverted lights can now be had at moderate cost for installation and operation that looks like electricity and gives as satisfactory results.

Trust your partner and your clerks implicitly, but never condone positive dishonesty. If you catch a clerk stealing, fire him on the spot. The cash register and a thorough system of checking and accounting will make it hard to be dishonest and easy to be honest. For the rest, have confidence.

News and Methods of Canadian Hardwaremen

A "Made-in-St. John" Display at Dominion Exhibition—Novel Prize Competitions Conducted by Tilbury and Parkhill Stores—Lindsay Stores Making Improvements — Arranging for Retail Hardware Convention—Peterboro and Galt Manufacturers to Co-operate in Making joint Displays.

"MADE IN ST. JOHN" EXHIBIT.

St. John, Sept. 21.—A fire occured on Tuesday of last week in the Vulcan Iron Works, operated by T. McAvity & Sons, but the damage was not great. The fire broke out in the moulding and core rooms and the fireman managed to keep it confined to this section. A large portion of the roof was destroyed and some damage done to the rooms mentioned, which was covered by insurance.

James M. Keefer, corporation solicitor for the city of Port Arthur, Ont., was in the city last week in connection with the establishment by T. McAvity & Sons, of a branch foundry in that city. The town has offered a ten acre site to the local firm and they have the matter under consideration. It is probable that the firm will accept as they claim they must expand and up to the present no favorable site has been found in St. John. They have a large business in the west. Inducements have also been offered to the firm to go to Montreal. An option has been secured in Bordeaux ward in the suburbs of Montreal.

Edward Partington, of Glossop, Eng., pulp and paper manufacturer; Thomas McAvity, of St. John, hardware merchant; George S. Fisher, St. John, roofer; Joseph R. Clarkson, of Lancaster, N. B., pulp manufacturer; Harry W. Schofield, of St. John, accountant, and Augustus H. Hannington of St. John, barister, are applying for incorporation, as the Edward Partington Pulp & Paper Co., with a capital of $950,000.

Roland H. Connick, of St. Stephen, tinsmith, has assigned to Melbourne Macmonagle, for the benefit of his creditors. A meeting has been called for Sept. 22.

The Dominion Exhibition, which closed on Thursday last was attended by 122,589 people, an increase of over 50,000 more than at any previous show held in St. John. The exhibits made by hardware and stove dealers were exceptionally good, being on the whole far in advance of any previous fair.

A striking feature of the exhibition that was much commented upon by visitors as well as local people was the "Made in St. John" exhibit, of the St. John Board of Trade. This exhibit which was 80 feet in length by 10 feet in depth, was tastefully arranged, and in it was shown a sample of the many lines of goods made in St. John. It proved to be an educator even for the local people. Secretary Anderson was in attendance and distributed literature to all who cared to have it.

STORE ISSUES PRIZE COUPONS.

Tilbury, Sept. 17.—During the present month the W. C. Crawford departmental store is issuing to every cash purchaser a prize coupon with every $1 worth of goods bought in the store. These coupons give the recipient a chance to figure as the winner of one out of 41 prizes being offered for competition.

The contest lasts practically a month, commencing on Aug. 29 and ending Oct. 1. It is a repetition of a similar contest which took place in August.

The prizes offered are, to the first ten prize winners, $10 each in cash; the second ten, $5 each in goods; the next twenty, $2 each in goods; and to the 41st, a "Big Store Special" sewing machine. In addition, each customer not a prize winner is entitled to trade checks, redeemable in goods, to the amount of 5 per cent of the original purchase, where the latter total at least $10, during the time of the sale, thus placing the ordinary purchaser on a par with the $2 prize winners, with the exception that the latter may draw a prize without spending the $10.

The coupons issued to customers are numbered consecutively. Duplicate numbers are retained in the store, and from these, on the Saturday night when the sale concludes, are drawn the 41 prize winning numbers. Ten extra numbers are also drawn, to provide alternates in case any of the holders of prize-winning numbers fail to put in an appearance within one month. The drawing is done by a committee of leading citizens, not connected with the store.

To encourage the payment of back accounts, one prize coupon is issued for every $2 paid on account during the sale.

The sale is liberally advertised in the Tilbury paper, as well as in papers in adjoining towns.

MERCHANTS MAKE IMPROVEMENTS.

Lindsay, Sept. 20.—Two Lindsay stores are at present making improvements to their premises.

MacLennan & Co. are repainting the front of the well equipped store they moved into fifteen years ago after over a third of a century in their former stand. This week MacLennan & Company had a display of imported cast aluminum ware in their window.

D. Cinnamon, president of the Ontario Retail Hardware and Stove Dealers' Association, is thoroughly renovating his store and enlarging it by taking in a store room in the rear which will be used as a stove display room and office, a new typewriter having been added to the office equipment. The enlargement of the store will make it 22 x 100 feet. New shelving will be erected, the front windows will be remodeled, plate and prism glass windows will be installed in the rear, the depth of the cellar will be increased and a new floor constructed. The premises have just been purchased by Mr. Cinnamon and he is losing no time in putting them in a thoroughly first class shape.

This week Mr. Cinnamon has the "Dover" sad-iron automaton in his window to attract the attention of visitors to Lindsay during the big "Central" fair. The price of "Asbestos" sad irons here is being maintained at $2.25 per set by the dealers who handle them. This is very satisfactory as, in reply to a question as to the effect of mail order competition in Lindsay, Mr. Hopkins, of the J. G. Edwards' store, said: "Competition is so keen locally in hardware that the mail order houses cannot get a look-in."

J. G. Edwards spent the past week in Toronto on business.

Boxall & Matthie recently completed the erection of an extension to their store which is to be used as a tinshop, a second storey being added to the workshop in the rear. Now the tinsmiths have a well lighted and fully equipped workroom while the plumbers and fitters have the old workroom downstairs.

Boxall & Matthie are finishing up the plumbing and heating work, amounting to $3,000, on the new nurses' home at Lindsay, and have secured the contracts for both plumbing and heating on two new schools being erected by the Lindsay School Board. The contracts will total to $9,000.

The R. M. Beal Leather Goods Company, whose tannery was established here ten years ago, is building up a large trade in moccasins, carrigans, shoe packs, leather and canvas leggings, etc., with the hardware and general stores doing business in lumbering districts.

GLUE FACTORY AT CANSO.

Halifax, Sept. 19.—Wholesale hardware dealers report trade a little quieter during the past week than they anticipated. Prices are very firm. Both linseed oil and turpentine are still advancing steadily, the natural result, it is claimed of the decreased yield of the flax crops. Turpentine is now quoted at $1.10 per gallon, and linseed oil $1.15, advances of 10 and 15 cents respectively during the past week. Another effect of these abnormally high prices is that mixed paints of all kinds are also high and will naturally continue so while high prices prevvail for oil and turpentine. All cotton goods are very firm.

Quotations on sheet zinc are also higher, but prices have not yet been advanced on the local market. Collections are somewhat below the normal for the season of the year, the natural result of the quietness in hardware trade circles.

Wire nails are quoted at $2.50 and cut at $2.70; sheet zinc, in casks is 7¼ cents, and sheet lead 5 cents. Burrel's English white lead is quoted at $7.50, and Canadian from $6.25 to $7.25. Cold blast lanterns are selling at $6.75 per dozen, and Manilla rope at ten cents.

The newest industry at Canso is the Robinson Glue Co., Ltd., which has erected an up-to-date factory for the manufacture of glue. The factory will make use of the waste products, which have

heretofore been used for fertilizing purposes or carried out to sea. The capacity of the plant is ten tons of fish offal per day.

The large addition to the Coke Ovens plant at the works of the Dominion Steel Co., at Sydney, will mean a very important increase in the output of the Dominion Tar & Chemical Co.

ARRANGING FOR CONVENTION.

Peterboro, Sept. 19.—At a meeting of Peterboro manufacturers selling to the hardware trade, held on Monday evening, it was decided that an exhibit of "Made-in-Peterboro Hardware" would be made in one end of the armories during the retail hardware convention to be held here next February. Representative of the Lundy Shovel & Tool Co., Rapid Tool Co., Peterboro Lock Co., and J. J. Turner & Sons, were present, while others sent word that they would co-operate in anything that was done. It was decided to arrange for the exhibit, and Ald. J. J. Turner, junior, was appointed secretary. Another meeting will be held next Monday evening to complete details. President Cinnamon, Lindsay, Treasurer Caslor and Secretary Wrigley, Toronto, were present representing the Ontario Retail Hardware Association.

The Peterboro Hardware Co. used the "Asbestos" sad iron automaton window display last week, and scores of interested women were seen watching the mechanical window during the display. And that the display paid is shown by the fact that sales totalled about five dozen sets during the week.

A splendid ammunition and fire arms window is being shown by the Kingan Hardware Co., this week.

MADE IN GALT EXHIBIT.

Galt, Sept. 19.—A meeting of Galt manufacturers was held on Monday to discuss the making of arrangements for a "Made-in-Galt" exhibit at the Peterboro convention of the Ontario Retail Hardware Association next February. It was decided that if suitable arrangements can be made for space that the idea be taken up. The exhibit will probably include goods made by the Shurly-Dietrich Co., Allan Hills Edge Tool Co., Galt Art Metal Co., R. McDougall Pump Co., and the Down Draft Furnace Co.

WATERWORKS AT DAUPHIN.

Dauphin, Man., Sept. 19.—Sutherland & Stelch, hardware merchants, report business good in this district and splendid crops this year.

A gravity waterworks system is to be installed by the town at a cost of $175,000.

LOCATIONS IN WEST.

J. P. Reid, Georgetown, Ont., asks for information regarding the possibilities of conducting a first class hardware store in Fox Coulee, Camrose, Irricana or Green Trees, Alberta, including the population and locality of each place.

Camrose is undoubtedly the most important of the places named. It is on the Pheasant Hills branch of the C.P.R., about 25 miles east of Wetaskiwin, and is the crossing for the Wetaskiwin to Vegreville branch, and the branch running south from Tofield, on the Grand Trunk. As there are three roads running through it, it is a rather important town, with a population of about 1,200, having three banks and two hardware stores.

Irricana is on the Langdon branch of the C.P.R., 47 miles northeast of Calgary,, and about 20 miles east of Airdrie, on the Calgary, Edmonton line. It has a population of about 50, with one bank, two general stores, two hardware stores, a hotel, lumber yard and drug store, etc.

Fox Coulee is not at present on a line of railway, but is about 40 miles from Acme, which is on the line, being built from the main line of the C.P.R. to Red Deer, and Fox Coulee will be comparatively close to the Canadian Northern Railway, running from Saskatoon to Calgary. At the present time the population of the place is small, but there are two banks, two general stores, a lumber yard and a drug store.

Green Trees is not yet on the map as it is not known by the post office or railway authorities.

PAINT MAKERS ADVANCE PRICES.

The paint and varnish manufacturers of Montreal have decided upon a general advance in paint and allied lines. At a meeting of the Montreal Linseed Oil, White Lead, Paint and Varnish Section of the Canadian Manufacturers' Association held on Tuesday, it was agreed that the Montreal manufacturers of paint, varnish, lead and putty in consequence of the largely increased cost of raw materials should increase the price of all paints, white lead, varnishes and varnish products commensurate with the advance in raw materials. This action was supported by manufacturers of paint and varnishes in all parts of Canada, who have written the Montreal section either giving advice of an increase already effective or notice of an early announcement of increases.

The new prices on white lead in oil, Government standard, are $5.50 in ton lots and over and $5.75 in less than ton lots, f.o.b. Montreal. Toronto prices are $5.65 and $5.90, f.o.b.. Booking at these figures will be accepted for delivery not later than the end of November.

The Sherwin Williams Co. in announcing to their agents and dealers the advance in prices, state that the price of Sherwin-Williams' Paint Prepared and Porch Floor Paint is advanced 20c per gallon, Inside Floor Paint 15c per gallon, Roof and Bridge Paint, Creosote Paint, and Commonwealth Barn Red 10c per gallon, in all size packages. The company also state that they will have to advance their complete line of shelf goods, varnishes and other specialties, and they are now re-figuring their prices and in the meantime all prices on these lines are withdrawn. The announcement is made that the advances in prepared paints and the revised prices being made on shelf goods and varnishes will not be sufficient to cover the increased cost in raw materials, and if lower prices on staple raw materials do not prevail in the near future further advances will have to be made.

Martin Senour Co. have advanced their 100 p.c. pure, 20c and their floor paints 15c.

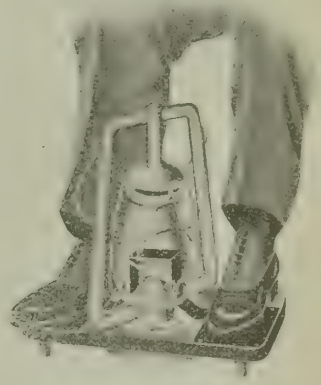
Brandram Henderson have advanced "English" to $1.95.

Ramsay's pure is now $1.60 and their Thistle $1.30.

Jamieson's Crown and Anchor is $1.60 while Dods Island City pure paint is also $1.60.

ONTARIO LANTERN FOOTWARMER.

With the first touch of cold weather, progressive merchants look about for novelties appropriate to the season. The Ontario Lantern Footwarmer only recently introduced is such a novelty and is manufactured by the Ontario Lantern & Lamp Co., Hamilton. The Ontario Footwarmer, after the severest tests, fully substantiates every claim of the inventor. Placed beneath the robe, which in no wise interferes with its combustion (nor is the robe in any danger of being damaged by the foot warmer), it effectively warms the feet and thus the whole body even in the most severe weather, and should a light at any time be required, it is immediately available for that purpose. The copper ribbon, by a scientific arrangement, does not effect the radiation of light. Although only on



Ontario Lantern Footwarmer.

the market a very short time, orders are so heavy that the factory has been working nights for the past month to insure sufficient stock to meet all requirements.

The Ontario Lantern & Lamp Co. have issued a folder for distribution to the trade, and have also published a nicely illustrated booklet for retailers to distribute to the public. In connection with this booklet, there is a competition open to any child under 14 years of age, a prize of $5 being offered for the folder returned to the manufacturer by December 20 next, which in their opinion is the most artistically colored. Each child competing must give the name of a dealer from whom her parents purchased one of the lantern footwarmers.

If you have been playing in hard luck and think you are about to the end of your rope, just bear in mind that plenty of other men have been worse off and have yet made good.

HARDWARE TRADE GOSSIP

Ontario.

W. T. Creighton & Co., tinsmiths and roofers, Hamilton, have dissolved.

The Windsor Hardware Co. has secured the contract for a new steam heating plant for the Iroquois Hotel there.

H. C. Marlatte, traveling salesman for the Tobin Arms Mfg. Co., Woodstock, Ont., has gone on a business trip to Newfoundland in the interests of his company.

A project is on foot to bring natural gas to Woodstock, Ont., during next year from near Lake Erie. Considerable finds have been made near Port Burwell and Port Bruce.

The Ontario Iron & Steel Co., Welland, last week turned out a wheel weighing twelve tons, it being the largest casting ever made in Canada. It was manufactured for Allis, Chalmers, Bullock Co., Montreal.

Lieut.-Col. W. M. Gartshore, general manager of the McClary Mfg. Co., and F. E. Leonard, of the engine and boiler manufacturing firm, both declined the seat on the board of water commissioners, London, made vacant by the death of A. T. McMahen, president of the Board of Trade. J. H. Chapman, drygoods merchant, was finally selected.

Quebec.

J. M. Dessert & Fils, tinsmiths, Roxton Falls, have been incorporated.

L. Hamel, Nicolet, was a caller on the Montreal hardware trade this week.

L. Paquette & Frere, hardware merchants, Montreal, have sold their business to Willie Bray.

N. P. Tracy, of the Canadian Northern Quebec Railway was a caller on the Montreal hardware trade.

Fire broke out in the paint factory of McArthur, Corneille & Co., Montreal and caused damage between $25,000 to $30,000. It took the brigade over half an hour to overcome the flames.

A. Laberge, St. Michel Napierville; H. Coursol, Avoca; V. Lebault, St. Laurent; G. Brasseau, Quebec; A. Desjardin, St. Joseph du Lac; I. Honde, St. Prospere; A. Lemieux, Henryville; C. Labelle, Three Rivers, and J. P. Lacroix, St. Lin, Que., were noticed in Montreal during the week.

Western Canada.

C. H. Prest, hardwareman, Kelliher, Sask., is succeeded in business by the Kelliher Hardware Co.

F. A. Cameron, tinsmith, Lumsden, Sask., is succeeded in business by O. G. Wallace.

P. J. Sutherland has started a hardware business at Birch Hills, Sask.

Maritime Provinces.

A sheriff is in possession of Geo. Stothart's hardware business at Chatham, N.B.

A meeting of creditors of R. H. Connick, tinsmith, at St. Stephen, N.B., was held on Sept. 22.

INDUSTRIAL NOTES.

The International Tool Steel Co. have definitely decided to locate at Port Hope, and will at once commence the erection of four buildings. Fifty men will be employed at the start and $35,000 will be expended on machinery and plant. Twenty furnaces will be installed at first, to be increased to fifty later on.

Major J. A. Currie intends to establish a screw and bolt factory at Collingwood. A two-storey mill building will be erected at once, and $50,000 will be expended on plant and machinery. From 80 to 100 men will be employed when the works are in operation.

The Hamilton Bridge Works Co. have taken out a permit for the erection of an addition to their factory at Hamilton, to cost $10,000.

The contract for the office and main building of the Canada Smelting & Refining Company's plant at Orillia, has been awarded to E. Webb.

NEW COMPANIES.

British Columbia Portland Cement Co., Princeton, B.C.; capital, $500,000; to manufacture cement. Incorporators, R. P. McLennan, Vancouver; L. W. Shatford, Hedley, and Reuben Cross, Spokane, Wash.

The Dorchester Peat Co., London; capital, $75,000; to manufacture peat fuel. Incorporators, John McWilliams, J. M. McEvoy, London, and Jas. McLean, Dorchester.

The Dominion Stove and Foundry Co., Penetanguishene; capital, $250,000; to establish a foundry for manufacturing stoves of every description, furnaces, boilers and other heating apparatus. Incorporation has been granted by the Ontario Government. The provisional directors are Chas. Beck, D. A. Lahey, C. E. Wright, Chas. McGibbon and Dr. P. A. McDonald, all of Penetang.

NEW STEEL INDUSTRY.

Hamilton has secured a new industry in the decision of the Canada Steel Company to invest $400,000 in the erection of a steel mill to employ 300 men, Hamilton being chosen solely because it was the best market for the finished steel products to be turned out by the company. "We did not ask, nor did we receive any concessions," said President F. W. Baillie to Hardware and Metal.

The Canada Steel Company was granted a charter by the Ontario Government in May last, while about the middle of June the steel merger changed its name from the "Canadian Steel Corporation" to the Steel Company of Canada. To avoid confusion as a result of the similarity in names the Canada Steel Company recently offered to change its name if the Steel Company of Canada would pay the cost of a new charter. The offer was not accepted, however.

Toronto and Montreal capitalists are supplying the capital for the new enterprise, the officers of the company being F. W. Baillie, Toronto, president; R. M. Bertram, Toronto, vice-president; W. M. Currie, Hamilton, managing-director; A. T. Malone, Toronto, and G. W. Morrow, Toronto. Mr. Currie was formerly chief inspecting engineer for the Hamilton Steel and Iron Company. The mill will use old steel rails, and by a new process split these into three sections, and roll them simultaneously into bedstead angles, light structural angles, agricultural shapes, concrete bars, plow beams, sleigh shoes and similar articles. A six acre site opposite the works of the Atkins Saw Company has been secured on Sherman Avenue.

Editorial Man Wanted

■

WE have decided to add to our Editorial Staff and wish to secure the services of a bright, energetic young man who is familiar with the hardware trade and has had some journalistic experience.

Applicants should give full information regarding age, preliminary education, experience and state salary expected.

■

Hardware and Metal
Toronto

QUICK SHIPMENT A SPECIALTY

No delay—always on time—When you get a rush order for Paint, Stain or anything required in the painting line, wire

Stephens

The next train will take your goods.

A Paint for Everything is Manufactured by

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Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

The Wise Western Dealer

avoids delay and inconvenience by buying from Western manufacturers.

Corrugated iron,
painted and galvanized

1¼ inch and 2½ inch corrugations,
all gauges and sizes.

Made in Winnipeg in our own factory.

Winnipeg Ceiling and Roofing Co.

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Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water
Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

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it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Sept. 22.—Until the present local jobbers have been content to work on short stocks, but as the demand grows for regular fall shipments and the closing date of navigation approaches, there is an attempt to increase local stocks. The general market is held particularly strong in tin plate, solder and Canada Plate, and demand is good for these goods. Fall orders are heavy for lanterns, stoves, stove-pipes and a wide range of winter and fall sporting goods.

The weather this week and for some days past has been ideal, and as a result trade generally continues active. There will be plenty of work for builders and finishers for many weeks yet, owing somewhat to the delay caused by the builders' strike. It was reported in local circles last week that the completed buildings begun in 1910 is past the million dollar mark, which is something of a record.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper No. 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—22c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.50.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.75.

Paints and Oils.

An enormous trade is being carried on for all kinds of paints, finishing and lubricating oils and glass and putty. The feature of the week is the heavy output and advancing prices. Rarely has the local market been so strong as it is at present in almost every line. High price of goods in primary form, and the great rush in finishing everywhere in the west, is the cause of the present firmness of the market.

Putty and Glass—Putty has been advanced 40 cents per 100 lbs. due to the big jump in oil. The output is heavy, as is also the case with glass. In bbl. lots, $2.90; cases, $3.15; kegs, $3.40.

Linseed Oil—A further advance of three cents is reported and the figure now stands at $1.15 for the raw and $1.18 for the boiled. The market is very strong and it is not known what the future will be. It would seem, however, that the price might reach an unprecedented figure. Crops are seriously short and record prices are being paid for seed.

Turpentine—We cannot quote turpentine above the $1.05 mark, yet jobbers claim that it cannot be laid down here for less than that figure. All local distributors do not quote the same price, although with the majority the $1.05 figure has been ruling. It would not be surprising to see $1.10 market next week. Short crop in the south is the cause of the advancing market.

White Lead—Large quantities are going out at $5.75 to $6.25, according to brand. The margin is small at this figure, and higher prices ought to rule. The oil market is affecting all other paint lines.

Varnishes—Jobbers report a splendid season for varnishes. Household specialties have moved well and the demand for industrial use has greatly improved.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

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&
WAR OFFICE.

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Careful Testing Makes Varnish Dependable.

Sherwin-Williams Varnishes are made right and tested carefully to see that they come up to all requirements of good varnish. They are tested for color, body, working and drying qualities and for durability. Every batch must come up to a fixed standard before it is allowed to go on the market.

SHERWIN-WILLIAMS VARNISH

testers are experts in the business and they overlook no flaws in the make-up of this product. That is why it is recognized as standard quality. They are the kind to handle—they build up trade and give you a reputation for selling honest goods. The volume of our varnish trade shows that we are giving our customers the best values. Write for particulars.

THE SHERWIN-WILLIAMS CO. 958

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · · ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Sell

WOOD MANTELS, GRATES and TILE

and add to your profits---Our latest catalogue shows a nice line of new goods which makes selling easy. Write to-day for the catalogue and price list.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Humanitarian Mission of Sheet Metal Worker

Address by Dr. Wm. F. Colbert, Lecturer for the Federal Furnace League, Before the Sixth Annual Convention of Master Sheet Metal Workers Last Month.

We are living in a progressive age. We have seen wonderful improvements in machinery, in transportation facilities, in methods of communication, in building construction, etc. We have the voices of great singers and the music of famous bands and orchestras reproduced by the phonograph, and the reproduction of interesting events in moving pictures. All of these developments have either increased the wealth producing power of man, or have contributed to the pleasure he derives from the hours devoted to recreation.

Recently a national interest has been aroused in improvements of quite a different sort from those mentioned above. Never in the history of the human race has there been so much interest taken in measures looking to the mental, moral and physical uplift of the race, as has been shown in the past five years, and this interest is constantly increasing.

The national and the local magazines and periodicals devote a large portion of their reading space to articles describing the work of various free schools, health boards, Anti-tuberculosis leagues, philanthropic societies, civic betterment organizations, etc., the work of all of which may be classed as humanitarian, i.e., for the uplift of mankind. The investigations of scientists and statisticians interested in the work of these organizations have demonstrated the fact that mental and moral status of the individual is largely dependent on his physical condition.

Consequently, we now have such organizations as Milk Committees, Bureaus of Child Hygiene, etc., to look after the food and the health of the infant, County Weed Associations, Children's Playground Associations, and the Health Boards co-operating with the Board of Education in attending to the physical welfare of the child; Mothers' Congresses and Free Cooking Schools, etc., who look after the mother and spread information concerning proper diet for the family. As a direct result of the agitation of these agencies, with the active co-operation of food packers and grocers' associations, we now have some fairly efficient pure food laws.

A more recent development in the work of these organizations has been a proper appreciation of the value of fresh air. In fact they have come to realize that plenty of fresh air is even more important than the proper food. This should have been realized long ago, for there is nothing new about the physiologist's saying that, "A man can live three weeks without food, three days without water, and three minutes without air." It does not require a savant to deduce from this saying, that fresh, pure air is even more necessary to the well being of the human race than either pure water or pure food.

As a result of this somewhat belated appreciation of the value of fresh, pure air, the representatives of these societies, in addition to distributing pure milk, teaching mothers how to prepare cheap, but nutritious meals, etc., are preaching the gospel of Fresh Air. This has been done with such decided success that a writer in the current number of Hampton's Magazine mentions the fact that a new word "Freshair," all one word, has crept into the Yiddish vocabulary in the slums of New York City.

A little more experience will impress these workers with the fact that it is impossible to secure much fresh air in winter unless some special provision is made for ventilation.

Home Dwellers Health Injured.

However, the dwellers in the slum districts are not the only portion of our population who are injured by a lack of fresh air in their houses during the winter months. Any American home that is not warmed by a purely indirect system of heating, with all the cold air supply taken from outdoors, suffers from a lack of fresh air during the winter months.

The Chicago Health Department is alive to this fact. E. R. Pritchard, the secretary of the Department of Health, of the City of Chicago, at the meeting of the Midland Club, June 28, 1910, said: "In fact, so marked has been the increase of the death rate from pneumonia and the bad-air diseases in Chicago during the past ten years, that we have named pneumonia as the New Captain of the Men of Death, and we have come to regard the steam-heated flat, with its dry and overheated atmosphere, a serious menace to public health. It was the discovery of the indoor conditions under which so many people in Chicago were living, that prompted the Department of Health to start the campaign for fresh air, which it is still waging with all the forces it can command." He also refers to "steam heated tunnels," called by courtesy, flats or apartments.

That others are alive to the necessity for proper ventilation of the home during the winter months is demonstrated by reading Dr. Woods-Hutchinson's story, "Catarrh, a National Nasal Luxury," which appeared in the Saturday Evening Post, of February 12, 1910. In the course of his article, Dr. Hutchinson notes the fact that, "neither Peary nor Cook nor anyone of their parties—had a trace of a cold, bronchitis, pneumonia or catarrh during the whole of the sojourn in the Artic regions, though often under the most trying conditions as to wet, cold and exposure. The moment, however, that they reached civilization on their return—Cook in Greenland and Peary at Sydney—from one-third to one-half of their parties took furious colds and sneezed and snuffled and wept to celebrate their return to warm houses and foul air." In the illustration commemorating this interesting event, the artist, Mr. Peter Newell, has shown a fine appreciation of the truth, by picturing four men standing before a cast iron direct heating radiator and literally, "sneezing their heads off."

So much for the condition of the air in our homes during the winter months, when direct radiation is used as a heating medium. But don't delude yourself into the belief that because an indirect system of heating is used, the air in the house is as pure as it should be in all cases. Indoor air is sufficiently pure when a gravity system of ventilation is installed in connection with the indirect system of heating, with all outdoor air supply. But when the gravity system of ventilation is omitted, it sometimes happens that the building is so airtight that not sufficient air leaks out to permit the house to be properly heated by a purely indirect system of heating. When you fail to secure air leakage to permit the introduction of sufficient volumes of fresh warmed air to properly heat a room, to 70 degrees Fahr. in zero weather, with the incoming warm air at a temp. of 140 degrees to 160 degrees Fahr., it is a certainty that you have also failed to secure enough leakage to provide sufficient ventilation.

Ventilation in Winter Weather.

To provide sufficient ventilation in ordinary winter weather, 25 degrees to 35 degrees Fahr., the register temperature should not exceed 130 degrees Fahr.

The use of return circulation of air, either partial or complete, in residence heating cannot have other than an unfavorable effect on the health of the occupants of the home.

The complet return circulation of air is as bad as the use of direct steam or hot water radiation so far as ventilation is concerned. Theoretically, this method would be far more economical than a ventilating system; practically, the difference in fuel consumption is not very great. Any slight advantage in heating economy is overbalanced by the disadvantage in heating efficiency. Return circulated air is more readily affected by wind pressure than any other indirect system of heating.

Partial return circulation of air is nearly as bad as complete return circulation. The plea is made that the air is only returned from the 1st floor at night, when every one is presumably in bed and the 1st flat is deserted. That is very good in theory, but the fact is that people use the return circulation all of the time. Partial return circulation of air creates currents of cool air that have an unfavorable effect on heating efficiency. Furthermore, if the partial return circulation is used only during sleeping hours, the saving in fuel is theoretically only about 8 per cent., and

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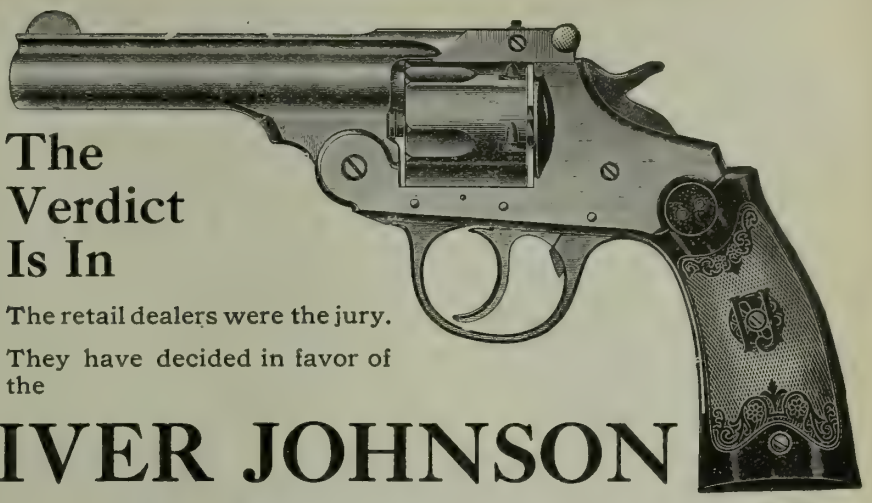
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in practice it would not exceed 4 per cent., because the return circulation is not at all positive in action. I submit the fact that in the average home this would mean a fuel saving not to exceed $4.00 a season. Rather a small saving and not worth while when one considers the fact that people use the partial return circulation at all times, and as a result have insufficient ventilation, instead of using it at night only, as intended by the designer of the system.

When this fact is pointed out to some men, they say it is not their fault if people do not use the system as they intended it to be used. As there is no printed list of directions furnished with a partial return circulation system, this verbal evasion always reminds me of Cain's question, "Am I my brother's keeper?" The man who evades responsibility for the welfare of fellow beings, who have entrusted him with a contract to heat their home, without injuring their health, cannot be classed as a humanitarian.

Too Much Ventilation Impossible.

There are many architects, heating engineers, and building contractors, as well as sheet metal workers, who believe that a warm air furnace system, with all outdoor cold air supply and a gravity system of ventilation, provides too much ventilation. Such a thing as too much ventilation is impossible. Dr. Evans, the Health Commissioner of Chicago, uses a terse sentence, which exactly states the truth, "Too much fresh air is just enough." Burton Hendrick's excellent story, "Oxygenizing a City," in the current number of McClure's Magazine is the best corrective that I can prescribe for that large section of the community who suffer from a form of brainstorm, whose symtoms may be best described as a horror of any system of heating that will introduce fresh air into the home and an uncanny delight in living with one foot in the grave.

However, for the benefit of those who believe that a warm air furnace system, with all outdoor cold air supply and a gravity system of ventilation, provides too much ventilation, I would state that such a system of heating will provide in a living room of ordinary size, good ventilation for three to five persons, according to the proportion of exposed wall and glass surface. Bedrooms are usually smaller than living rooms, have lower ceiling and smaller windows, so that the bedroom usually requires only a little over one-half the air supply that must be delivered to a living room to properly warm it. Is it not ridiculous to advocate a complete or even a partial return air circulation, which will greatly reduce the amount of fresh air poured into the rooms?

The humanitarian mission of the sheet metal worker can only be fulfilled by those men who are willing to think, talk, advertise and do warm air furnace heating of the right sort, i.e., with a furnace that is adequate to do the work imposed on it, with properly proportioned warm air piping, with all outdoor cold air supply, with ventilating ducts and with proper provision for humidifying the air.

The furnace that is adequate to do the work imposed on it and properly proportioned warm air piping should be furnished by the heating contractor as a matter of business honor. The outdoor cold air supply (with no return circulation and with no cellar-air supply), the system of ventilation ducts and the proper provision for humidifying the air are the items that the sheet metal worker must strive to have included in his heating contracts if he would succeed in fulfilling his humanitarian mission in life, for it is only where he succeeds in having these items included in a residence heating contract that he secures a contract for the most healthful system of heating. Every time the sheet metal worker secures a contract of this sort, not only has he done something that will have a good influence on the health of his customer and his family, but he has also indirectly raised the standard of health in the community. The sheet metal worker should take a keen interest, not only in the science of heating, but also in ventilation and air conditioning. A broad knowledge of all three will give him an implicit confidence in furnace heating that he cannot secure in any other way, and the confidence thus gained is a money maker—confidence inspires confidence—for it will have a most favorable effect on prospective customers.

You may say people will not pay the difference in price between the kind of heating done by the ordinary do-it-the-easiest-way sheet metal worker, and the sheet metal worker who is trying to live up to his humanitarian mission in the great scheme of life,—I say that they will pay the difference in price, if you will do the things that you must do to live up to your humanitarian mission in life, i.e., think, talk, and advertise as well as do warm air furnace heating of the right sort. Before a man pays you more money than he would pay to another contractor, he wants to know the reasons for the greater cost. The man who thinks in terms of the right sort of furnace heating will have little trouble in supplying reasons that will convince the average man that the increased outlay is well worth while. Remember that the man who admits that his price is regulated by his competitors' price at the same time admits that he lacks the initiative and the force possessed by a truly successful man.

Furnace Manufacturers Help.

The Federal Furnace League wishes to aid the sheet metal worker, who is willing to strive to fulfill his humanitarian mission in life and to that end has in course of preparation a complete system of heating and ventilation by the warm air furnace method. The sheet metal worker who follows the rules laid down in this system of heating and ventilation can feel assured that he is providing ample ventilation under ordinary conditions. If he follows out the recommendation as well as the rules of the system he can also feel assured that he is providing sufficient moisture in the warm air that is sent into the rooms. He will be protected, because, if he makes his furnace installations substantially in accordance with the rules laid down in the system, the furnace manufacturers will assume the responsibility of guaranteeing to the owner that not only the furnace, but also the complete heating plant will do the work required of it. As it is proposed that only the better grade furnaces shall be rated in accordance with the system, the man who wishes to do good work not only will no longer have to meet the competition of the cheap, irresponsible sheet metal worker, but also will have him at an immense disadvantage in the race for patronage.

In addition to issuing the complete system of heating the Federal Furnace League will continue its engineering department for the purpose of aiding sheet metal workers to solve knotty problems in layouts and to give advice where extraordinary conditions have to be provided for in planning a furnace heating plant.

The sheet metal worker who succeeds in living up to his humanitarian mission in life will increase his net profit per contract, for his average contract price will be higher than he secured when he attempted to meet competition only on the basis of price.

He will also secure more contracts, because he will soon build up a reputation in his community and he will not only secure contracts that he would have lost to another sheet metal worker on the single basis of price, but he will also make heavy inroads on the business of the direct steam and hot water heating contractor, for the day of direct steam and hot water radiation for residence heating is rapidly passing to make way for the day of indirect warm air method, with ventilation.

All these things mean a greater volume of business and a greater net profit for the sheet metal worker who succeeds in fulfilling his humanitarian mission in life. The measure of his financial reward will only be limited by the intelligence and energy with which he strives to fulfill his mission. Aside from financial reward, he will have a higher standing in his community, the respect of his competitors and the satisfying knowledge that through his efforts he has bettered the health of his community and indirectly has had a good influence on the lives and health of hundreds and even thousands of human beings as yet unborn.

Can you ask for a mission in life that offers greater opportunity for useful service to mankind or one that offers greater rewards to the successful man than the humanitarian mission of the sheet metal worker?

In a paint store the subject of brushes is worthy of careful study. How many men who sell brushes know all about them? A careful perusal of the various brush catalogues and books, together with daily familiarity with the stock, will soon make a retail salesman master of brush details.

There are two classes of customers—those who buy willingly and those who must be induced to buy. Selling to the former is but child's play, but selling to a possible buyer who must be induced to buy is the serious business of the trained salesman.

Put all the responsibility you can on clerks who will shoulder it. Don't attempt to do anything about the store yourself. A boy who can't be trusted to sweep and clean carefully is not worth keeping, and the same is true of a clerk who will not keep his stock in order.



No. 27

SAFEGUARDING THE PAINTS.

Take an interest in your customers and the painting jobs they have on hand. Many a good brand of paint has been condemned, and the merchant likewise, because a purchaser has tackled some painting without possessing the slightest idea of the correct way in which the paint should be used. There is an erroneous idea that paint, like charity, should cover a multitude of sins, and that grease, blisters, and everything else should be completely put out of sight by a quart tin of paint, and a surface shown that is a perfect marvel of freshness and of beauty. Now we all know what paint can do, but still it cannot accomplish miracles, and therefore the merchant should take particular pains to see that an ignorant customer does not misuse the paints without due warning that certain conditions of surface should obtain before paint is applied.

In the case of stain even more mistakes are made. Stain is applied to a floor on which dabs of old paint, or of grease are showing, and in the ignorance of the users it is expected to cover all this. Many a householder buys some varnish stain, and without troubling to prepare the surface of the floor in any way, even by giving it a thorough washing, proceeds to stain. The result is that all the old dirt not removed by the brush stands out more prominently than before. The user does not blame himself, but lays the onus on the paint and on the poor merchant. Then again there is the little habit of forgetting to stir the paint well. The directions on the tin are read probably once, and directly the tin is opened the mixture is stirred, but although the tin may be laid aside for some hours, afterwards there is no second stirring. The result is a poor job, although the user says afterwards "I remember distinctly stirring the paint."

The merchant may say, "all this is very well, but I am not in business to be a teacher of the ignorant, I am here to sell goods." Quite so! but unfortunately the selling of goods is indirectly affected by this ignorance. A disgruntled customer can do a lot of harm to a store without the merchant knowing about it, and being able to refute whatever charge is made. It is worth while taking a little pains to see that the opportunity of making a mistake in painting is reduced to a minimum. A merchant can, when making a sale easily find out whether the customer knows anything about painting, and if there is general ignorance as to the correct method

Every woman who passes your store will come in some day for M L Floorglaze



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MONTREAL

of using the mixture then he can do all that lies within his power to see that a satisfactory job results. A customer too, appreciates the interest taken in the sale by the merchant, and spreads around the statement that "So-and-So is very obliging. He took a lot of interest in the painting of my floor, and gave me some good tips." This is very valuable, especially in the case of a woman customer.

A merchant cannot be expected to check all the misusages of his paints by customers, but he can largely reduce the percentage. It means extra strain on the merchant, but the results are well worth while. If a customer brought back his complaint directly to the merchant all would be well. The latter would have a chance of reestablishing his paint in the eyes of the customer. But very often—more often than not—the customer when dissatisfied does not say anything to the merchant but says a whole lot to the people round about. This is a serious matter for the store and the reputation of the particular brand of paints carried.

PAINT AND OIL MARKETS

MONTREAL.

Sept. 23.—Still going higher, linseed oil was advanced during the week 6c and prices were quoted at $1.08 for raw and $1.11 for boiled. These prices have naturally been telling on liquid paints, and manufacturers have been discussing conditions during the last two weeks. As a result prices have been advanced all the way round from 15c to 30c, and the question is has the end yet been reached. Asked as to when the rise is to stop, manufacturers reply "It all depends upon linseed oil." Turpentine is unchanged in some quarters although in others 2 to 3c more are being asked and obtained. White lead has also advanced 25c per 100 lbs. Other lines are unchanged but very firm in sympathy with linseed oil and turpentine.

Trade is very good and a steady fall movement is noticed. The demand does not yet seem to be checked by the higher prices, and it is evident that painting had secured a firm hold upon the tastes of the public.

Turpentine.—The market is very firm, prices in some quarters being advanced 2 to 3c, while some holders are keeping to old figures. We quote from 97c to $1 Trade is very good despite the higher figures.

Linseed Oil.—With seed round $2.50 a bushel and the English market high, linseed oil continues to advance steadily. There is very little oil showing and the scarcity gets more and more pronounced. Holders are clinging to their stock very strenuously, and buyers are not welcomed. This week linseed has made one of the biggest jumps during the long sequence of advances and both raw and boiled went up 6c. We now quote $1.08 for raw and $1.11 for boiled.

White Lead.—As was anticipated white lead has advanced 25c per 100 lbs. Trade is steady, and grinders are shipping in good round lots. We quote $5.75 to $6.25 according to brand.

Red Lead.—The red lead market is firm, but prices are unchanged. Good round lots are being shipped, especially by the boats. We quote: Genuine red lead in casks, $4.75; in 100-lb. kegs, $5.25; less quantities at $6 25 per 100 lbs.; No. 1 red lead, casks, $4.25; kegs, $4.75, and small quantities, $5.75.

Varnishes and Japans.—It is expected that prices will be advanced shortly in sympathy with liquid paints. Orders are very good, the large users buying freely. Household lines are also in steady demand.

Putty.—Putty is unchanged in price. There is a fair demand. We quote: 100-lb. drums, $2.45; bladders, in barrels, $2.70.

TORONTO.

Sept. 23.—This is probably the most interesting week in the paint situation as regards price changes in a decade. It is certainly the most interesting week of the present year. Almost every paint line has made, or is making, advances. The high and still climbing prices of linseed oil is primarily the cause of the increased values on most of the lines, particularly is this so in regard to prepared paints, varnishes, putty and colors in oil.

White lead, too., is advancing. The Canadian grinders have come together again and have issued prices for present business, but are instructing jobbers that the figures hold only until the end of November with no booking beyond that date. Trading this month is splendid. Heavy booking is being done in nearly every line, many hardwaremen getting under cover before the advances. September will show at the close of the month one of the biggest fall month's business in several years.

Turpentine and linseed oil are still going higher, with stocks low on all hands. Some jobbers are refusing to sell because of dearth of supplies. Chicago has reached the dollar mark in oil, and quotations of raw and boiled oil in Detroit stand this week at $1.05 and $1.08 wine measure.

Turpentine — A further advance has been made in turpentine, and jobbers state there is no chance for them to make a reasonable profit over the present cost for carloads, but as the price is so extraordinarily high they fear that if they were to add to this it would stop sales altogether, and be a further incentive to parties to push substitutes on the market. While one house still asks 98c, and still another 99c for single barrels of "turps," the majority of houses are asking $1.02. The market quotation stands at $1.03—3c higher than last week.

Linseed Oil—This commodity, too, has again advanced, the market quotations standing at $1.07 and $1.10, while one cent higher than these figures is asked by a couple of jobbers. Early in the week oil could be had for $1.05 and $1.08 at



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several houses, but the price has been firming up and these figures were not guaranteed over a single day. Some of these firms are now asking the market price and some have given up selling oil, stocks being almost completely gone. They are turning over inquiries and orders to rival firms. While linseed oil may appear unreasonably high to the consumer, yet, considering the price that is now demanded for flaxseed the crushers state they are barely able to get cost for oil now produced from flaxseed, that has been procured for this month, or that can be procured for delivery in October.

For both turpentine and rosin there is no possible chance of relief for the next four months, say the factors, as every barrel of turpentine coming to the shipping points in the Southern States is immediately picked up for what is claimed to be present demands.

Prepared Paints—Prices are advanced or advancing about 20c a gallon all round. The large paint manufacturers have already boosted their quotations, though some of the smaller plants and a number of jobbers are holding pat. All who have not changed, however, have with-drawn prices, and it is practically settled that all paint concerns in Canada will have new price lists by October 1. Some few there are who state that they are entirely in the dark regarding the situation, but it can be said that the scarcity of flxseed and the consequent high cost of linseed oil is responsible for the inflated cost of prepared paints.

White Lead—A white lead association has again been formed. This week a meeting was held at Montreal at which practically every grinder in the country was represented. The elimination of "No. 1" brands in Ontario has come into force and an advance of from 15c to 25c has been made on Government standard pure white lead. The Toronto (f.o.b.) association price is $5.65 for ton lots and over and $5.90 for less than ton lots. Instructions have been issued that no orders are to be taken for shipment later than the end of November. The elimination of "No. 1" brands will make for more satisfactory trading, though what have been called "No. 1's" will still be sold under distinctive brands by each manufacturer.

Red Lead—This line is unchanged in price and condition

Putty—All grades of putty have been advanced 10c, as a result of the higher cost of linseed oil. The new prices of standard putty are as follows:—Bulk in barrels, $2.20; in 100-lb. drums, $2.45; bladders in barrels, $2.70; in 100-lb. irons $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs., cased, $2.80. Special putty prices are 10 cents below these figures for like quantities, and pure putty 35 cents higher.

Colors in Oil—As a result of linseed oil's high cost colors in oil have been advanced 2 cents a pound.

Varnishes—Manufacturers are either increasing quotations or withdrawing prices. The increased cost of linseed oil and rosin has sent up prices about 15 cents over recent quotations.

Petroleum—Prices are unchanged, but the market is firm. There is a tendency towards higher figures in both gasolene and benzine.

PRESENTATION AT MONTREAL.

Every one that could be spared from the busy offices and various departments of The Canada Paint Company, Montreal, was summoned by the "Call Boy" to appear in the Directors' Room of this company, a few days ago to present a testimonial to a member of the office staff, Robert Gardiner, who is about to take up, in the words of the old song:

"A Dear Little Wife
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The presentation took the form of a handsome cabinet of cutlery, silver and a cheque.



ROBERT GARDINER, Montreal,

Who was Honored by the Canada Paint Co.'s Staff on the Eve of His Approaching Marriage.

The presentation was made by Robert Munro, managing director of the Canada Paint Company, who spoke of the sterling qualities of Mr. Gardiner, and expressed the pleasure that the staff in general felt at being present upon such an occasion. "Bobbie" as his forbears call him, between his blushes, responded in modest, but well chosen terms and invited the staff, upon his return from his honeymoon to see how he could manipulate the "carvers" and how deftly his "intended" could preside at the "tea service."

The meeting broke up with rousing cheers which shook the building and, almost made the "sprinklers" weep for joy.

QUALITY IS THE FOUNDATION OF ALL SUCCESSFUL ENTERPRISES. IF YOU ARE NOT SATISFIED WITH YOUR PRESENT TURNOVER ADDRESS THE CANADA PAINT COMPANY LIMITED.

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Glass Dealers
MONTREAL

The Hardwaremen on the lookout for a really honestly-made paint will find

NEW ERA PAINT

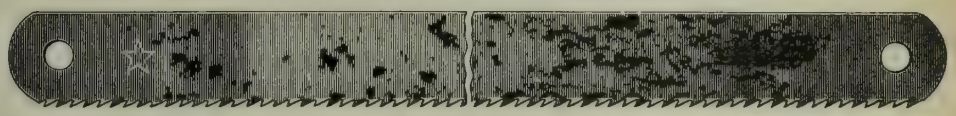
a genuine satisfaction-giver. It is warranted to cover more surface, to hold its color better and to last longer than any other prepared paint.

"New Era" Paint leaves a good margin of profit for the retailer.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1083	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

Your Profit and Reputation

demand a careful selection of Varnishes, etc.
We are makers and acknowledged leaders in

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains
and

LACQUERET
HOUSEHOLD LACQUER

A full range of our products will be found to fill all your requirements. *Made in Canada.*



INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

2383

New York Chicago London Berlin Brussels

N.B.—All goods are sold in Imperial Measure Packages.

THE

Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES

OF FINEST QUALITY

FOR

RAILWAYS	PIANOS	CARRIAGES
BUILDINGS	FURNITURE	WAGGONS

ALSO

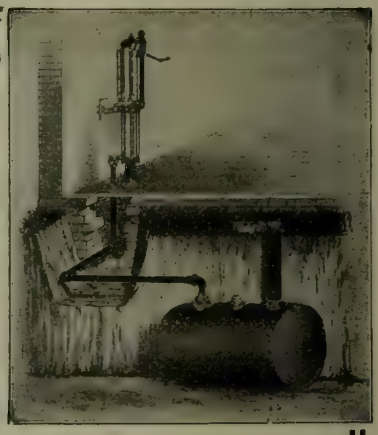
LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

WILL IT PAY?



This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,
It saves time.
It adds safety,
It adds neatness,
It helps the appearance,

It Saves Money

Considered from these standpoints the

BOWSER Self-Measuring Oil Storage System is the Greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited

TORONTO, ONTARIO

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish *in* Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co, Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y

CHANCE'S "FLEMISH" GLASS

is a new product of the famous glass works of Chance Bros. & Co., Ltd, near Birmingham, Eng.

"Flemish" is a new and most attractive variety of Ornamental Window Glass, unsurpassed in character and brilliancy. It is particularly effective in the best kinds of leaded light work, and for glazing in casements, door panels, or interior partitions, where the object is to obscure the vision but not the light.

Flemish Glass is made in large and small patterns and in white, staining white and numerous tints.

To architects, contractors and hardware dealers, we will send, on request, samples of Chance's Flemish, Figured, Rolled, Muffled, Double Rolled, Cathedral and other lines.

AGENTS FOR CANADA

B. & S. H. THOMPSON & CO.
LIMITED
381 ST. PAUL STREET, - - MONTREAL

THE Pratt & Lambert Magazine "Varnish Talks" is a powerful factor in creating varnish sales for P & L Dealers in all parts of the Dominion. Are you getting your share?

If you aren't a Pratt & Lambert Dealer, learn about the effective sales-making forces we offer Dealers. Write to-day for our big "Dealers' Book," prices and terms.

PRATT & LAMBERT - INC.,
VARNISH MAKERS 61 YEARS.
24 COURTRIGHT STREET, BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO
LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

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Head Office and Factory: BRANTFORD, ONT.

MONTREAL, QUE.—472 DELORIMIER AVE.
Phone Bell East, 442

WINNIPEG, MAN.—78 LOMBARD STREET
Phone Main, 9944

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

Wire Screens
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Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

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Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

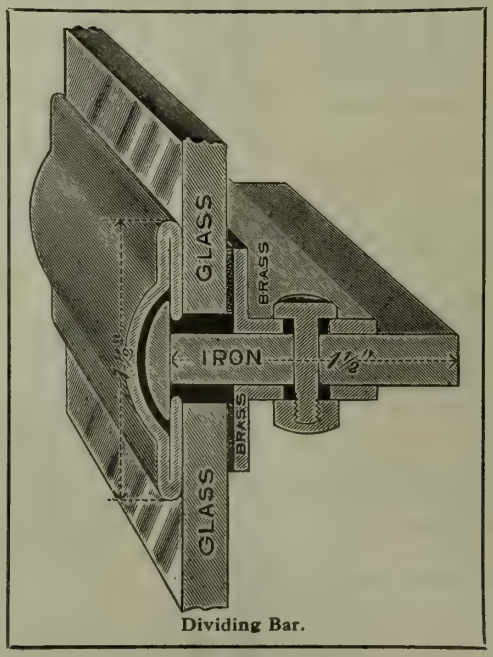
THORNE HOLD-FAST METAL BARS

For Store Fronts

The installing of THORNE METAL BARS in a store front are absolutely essential to insure the latest improvements in store front construction, and is not an expense, but an investment, which will show quick returns in increased business.

Samples on Request

Write us



Dividing Bar.

A store front is a merchant's continual advertisement, and a modern front, complete with polished plate, maximum tile or sheet, THORNE BAR and sidewalk prism, cannot fail to attract attention. Have our representative give you quotations on altering your front.

Catalogue on Request

Write us

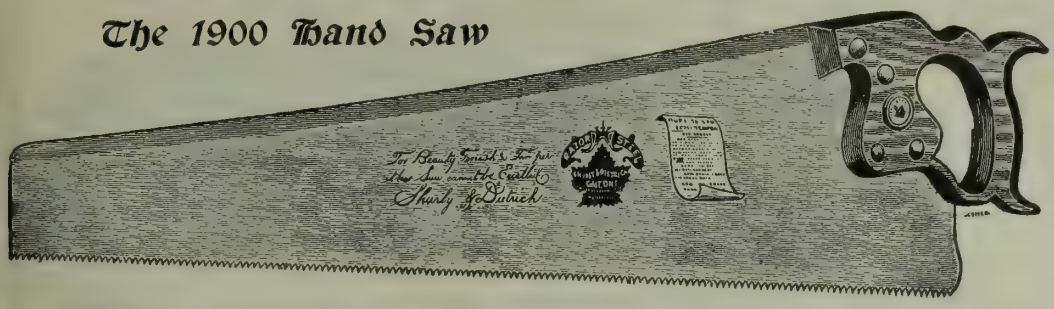
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THE HOBBS MANUFACTURING COMPANY, LIMITED

London - Toronto - Montreal - Winnipeg

MAPLE LEAF SAWS

The 1900 Hand Saw



One sure sign of quality in a saw is the "Maple Leaf" trade-mark.

All "Maple Leaf" Saws are fully guaranteed. They are all tempered by our "Secret Process," which gives an absolutely even tempered Blade throughout.

The 1900 Saw is gotten up especially to please Carpenters

SHURLY-DIETRICH CO., Limited

GALT, -:- -:- -:- -:- -:- ONTARIO

Improved Patent Flush Handle.

CHESTERMAN'S

Trade Marks

J C CONSTANTIA J C

MEASURING TAPES

Linen, Metallic and Steel

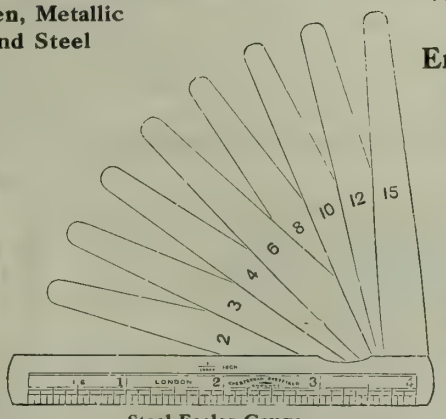


For Prices, Catalogues, etc., apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

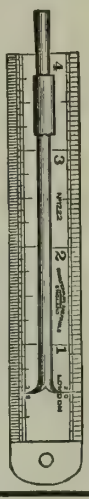
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Engineers' Small Tools



Steel Feeler Gauge

Steel Rules, Gauges, Etc.



CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

SEYMOUR SHEARS

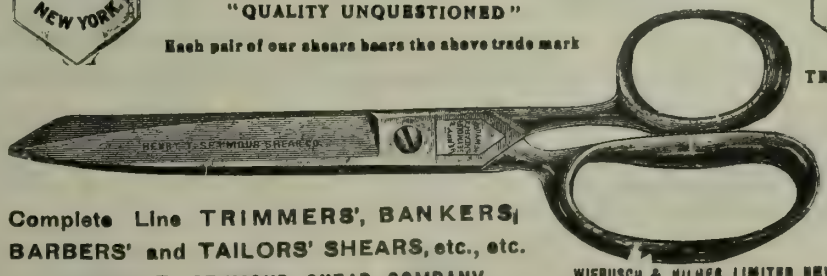
HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

The Condensed Ads. in this Paper will bring good results

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE



LET THERE BE LIGHT

A steady, brilliant white light in your store will prove an asset whose value cannot be over-estimated. Get in touch with us. Our apparatus is absolutely safe, is better and cheaper than electricity or gas and safer than coal oil and candles.

Clean and sanitary.

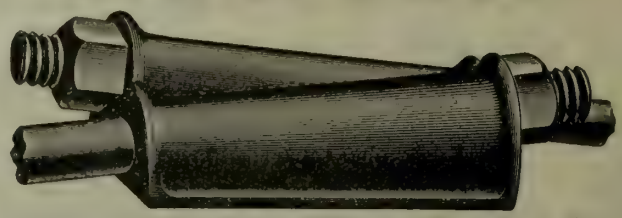
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MacLAREN & CO.

Gasoline Lighting Systems

AGENTS WANTED MERRICKVILLE, - ONTARIO

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

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Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUCER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

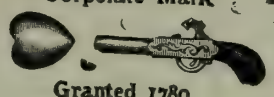
GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

Corporate Mark

STAMPED ON THE  GENUINE ARTICLE

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

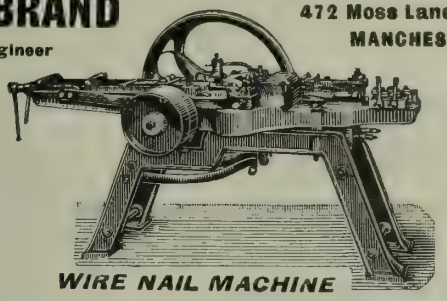
PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

Ed. BRAND

Engineer

472 Moss Lane East
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WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

"VOL-PEEK"
GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.



Royal Metal Polishes

IF YOU DO NOT STOCK THEM, ***NOW*** IS THE TIME TO DO SO.

Made in Canada by Canadians for Canadians

OUR GOODS PAY NO DUTY, hence the value we can give.

Royal Metal Polishes Co.
MONTREAL

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — **Appley Bridge, Wigan, Lancs., England**



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

Send for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

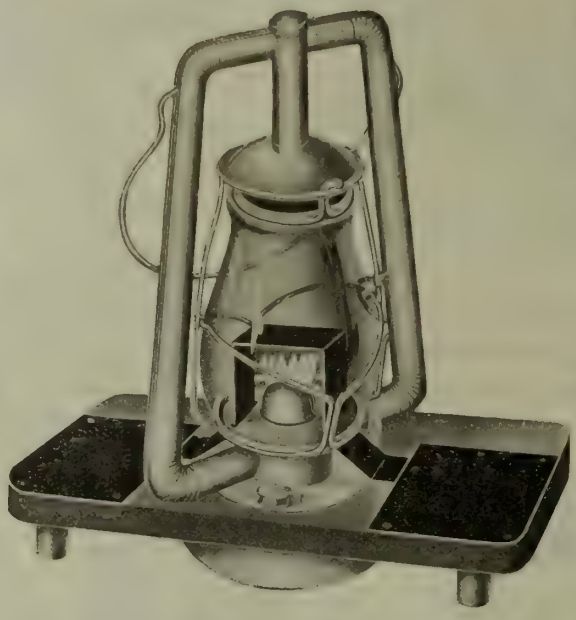
Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer!



No More Cold Feet

The

Entire Body Kept Warm

Also

A Light Whenever Needed

Indispensable

To

Farmers, Doctors & Travellers

No

Danger to Lap Robes

A Novelty! Useful!! and A Seller!!!

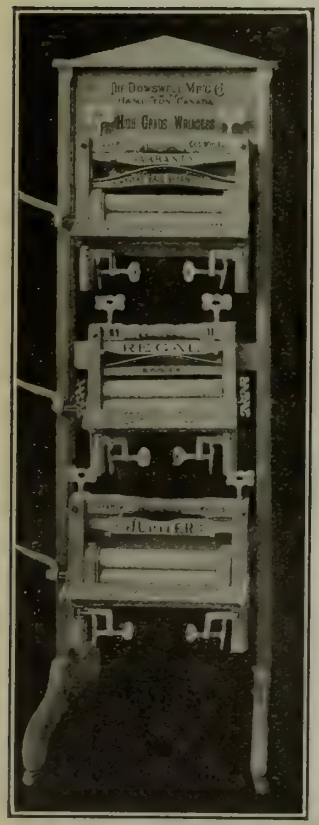
Have YOU seen one? For sale by all Jobbers.

Manufactured by

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

ARROW BRAND

Clothes Wringers



Front View

Displayed on this Stand
make

Quick Sales

and

Satisfied Customers

It's a

Silent Salesman

that draws no Salary and never grows tired Showing Goods.

Write us for particulars.

Cummer - Dowswell, Ltd.

Hamilton, : : : Ontario

Eastern Agents:
W. L. Haldimand & Son,
Montreal

Western Agents:
H. F. Moulden,
Winnipeg



Back View

WRIGHT'S "ANTI-RUST" KITCHEN UTENSILS

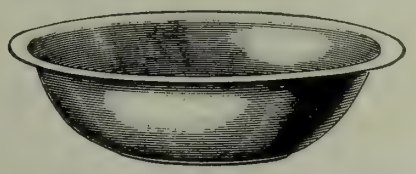
Are SANITARY Are DURABLE Are INEXPENSIVE

STOCK WRIGHT'S "ANTI-RUST" TINWARE

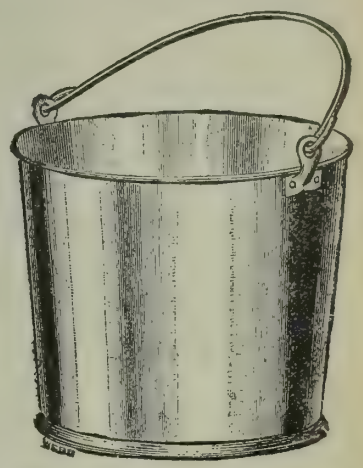


WRIGHT'S "ANTI-RUST" PRESERVING KETTLE
X.X.X.X. Heavy Redipped Stock.

Nos.	22	26	30
Quarts	4 1-2	6 1-2	10



WRIGHT'S "ANTI-RUST" WASH BOWLS
X.X.X.X. Heavy Redipped Stock. Inches 13 1-2.



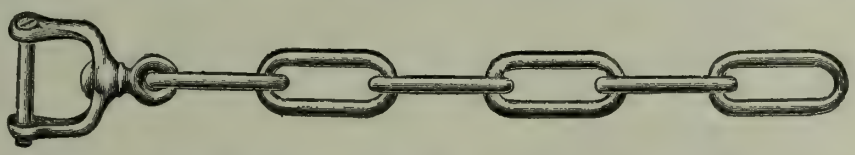
WRIGHT'S "ANTI-RUST" DAIRY PAIL
X.X.X.X. Heavy Redipped Stock.
Heavy Malleable Ears.

Nos.	124	126

E. T. WRIGHT & CO. (H. G. WRIGHT) Hamilton, Canada

Winnipeg Distributing Agents—Merrick-Anderson Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

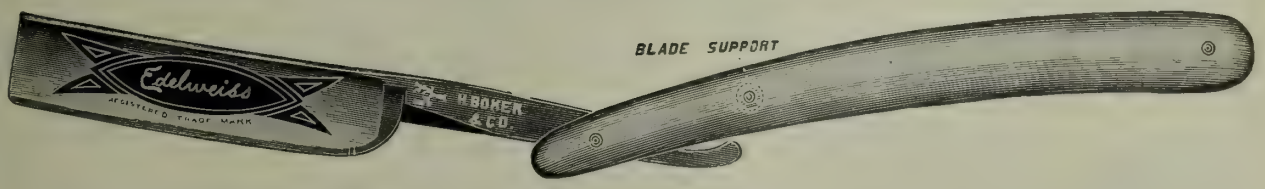
Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

A Word in Advance.

H. BOKER & CO.'S "TREE" BRAND CUTLERY



It doesn't pay to wait until the cutlery season arrives before you fix up your plans. See about it now. It is not too soon. Make up your mind to cut once for all with inferior quality and its disappointments. Stock nothing but the very best, which is H. Boker & Co.'s "Tree" Brand Cutlery. You will obtain more profit—sell more cutlery during the next three or four months than you have ever done in any corresponding period, because every article bearing the famous "Tree" is guaranteed perfect.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS

FOR LUMBERING AND MINING CAMPS

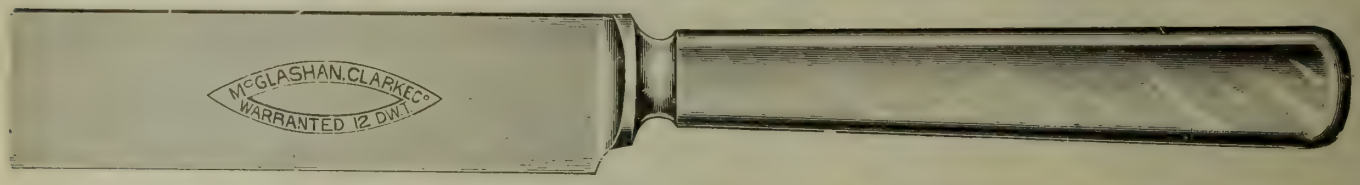
You will find a strong and profitable seller in our

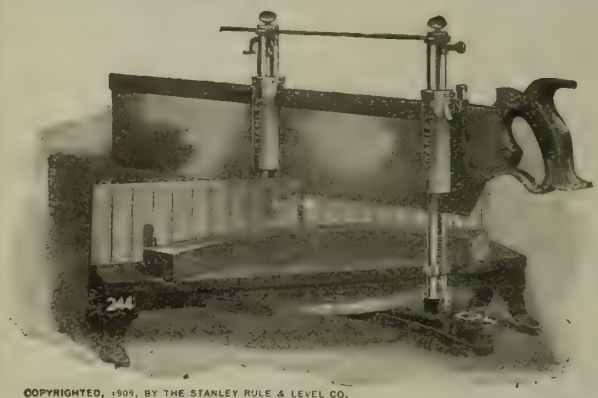
NICKEL PLATE DESSERT KNIFE

They are very heavily plated with pure nickel and exceptionally durable. Get our complete catalog.

The McGlashan-Clarke Co., Ltd. **Niagara Falls, Can.**

Agents—J. Mackay Rose, 88 McGill St., Montreal, Que.; N. F. Gundy, 61 Albert St., Toronto, Ont.; David Philip, 291 Portage Avenue, Winnipeg, Man.





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Write for Catalogue.

Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20x4 in.	8¼ in.	5½ in.	3½ in.	$10.50
242	22x4 in.	8¼ in.	5½ in.	3½ in.	10.75
244	24x4 in.	8¼ in.	5½ in.	3½ in.	11.00
246	26x4 in.	8¼ in.	5½ in.	3½ in.	11 25
346	26x4 in.	9½ in.	6⅛ in.	4⅛ in.	12.25
358	28x5 in.	9⅛ in.	6⅛ in.	4⅛ in.	13.00
460	30x6 in.	11 in.	7½ in.	5⅛ in.	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

Large Profits—No Trouble to Sell

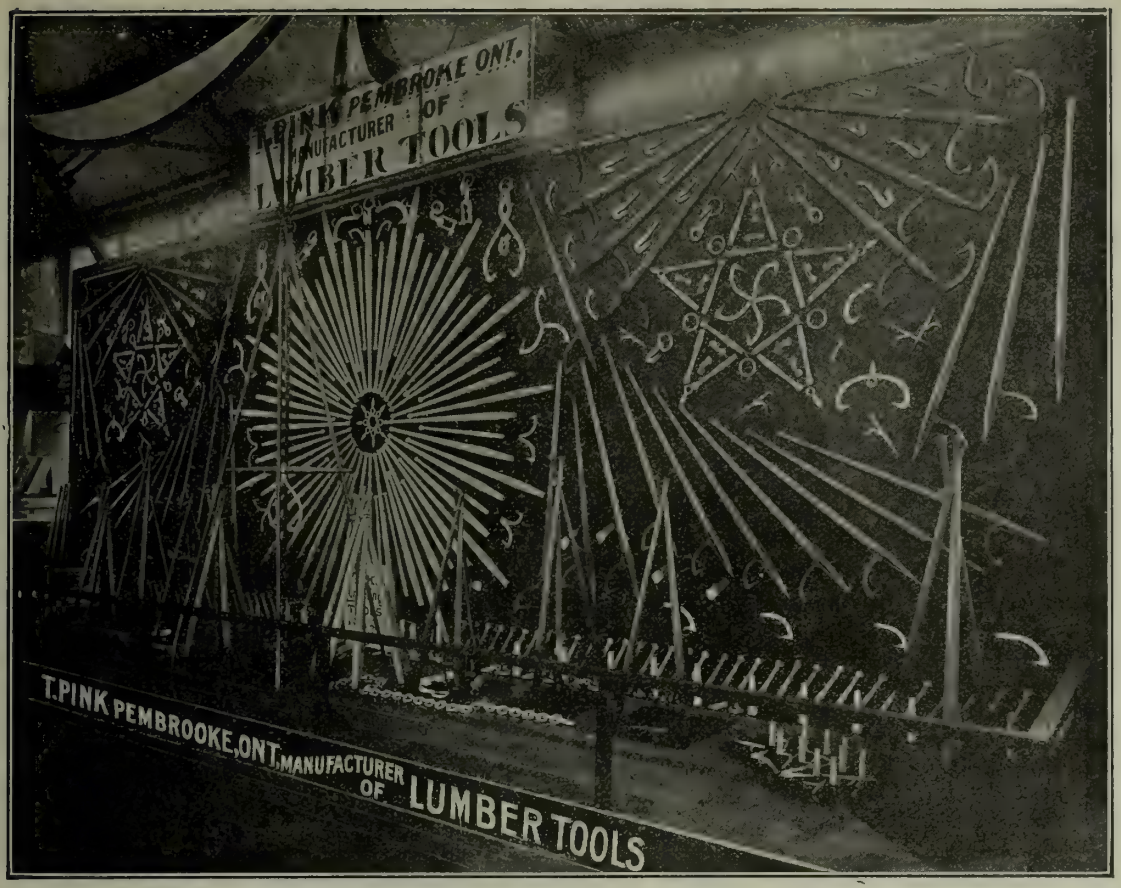
These are certainly the soundest of reasons why you should give greater attention to metallic ceilings and walls. If you are handling the



McFARLANE AND DOUGLAS LINE

you'll be surprised at the profits you can make. McFarlane and Douglas metal ceilings and walls appeal to your customers on many grounds. They are fire-proof, easily cleaned, will never fall down like plaster ceilings do, and they certainly are more beautiful in appearance and more durable than any other kind. **Write us for Catalog and Trade Prices.**

McFarlane & Douglas, Limited, Ottawa, Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

A High Grade Babbitt Metal



At A Moderate Price

"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

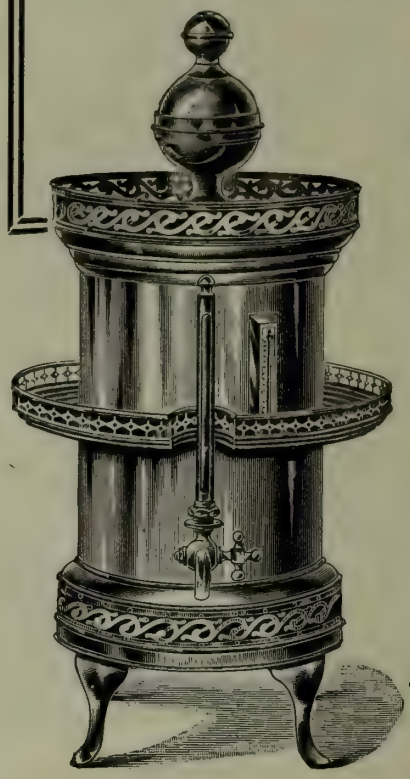
The London Foundry Co., Limited

LONDON, CANADA

Get Busy

after the Hotel, Restaurant and Boarding House Proprietors of your district and fill their requirements in

HOT WATER, BAR and TEA or COFFEE URNS.



We manufacture an excellent line of these goods, nickel-plated on copper, with tumbler warmer, globe funnel thermometer and glass gauge cock.

Write for Illustrated Catalogue.

The BUFFALO MFG. CO.
Buffalo, N.Y.

Canadian Representatives:
H.F. McIntosh & Co.
28 Toronto Street
Toronto.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

THE HULL & LIVERPOOL RED OXIDE CO. LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

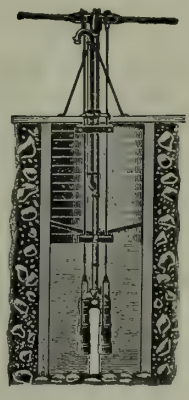
AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**



This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.

Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three-way cock and side pipe for conveying water to barn or wherever needed, will force the water any distance, and to any elevation required with ease.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

An Ideal Lighting Plant

and one which can be handled and installed by every hardwareman is the

Monitor Acetylene Generator

(Canadian Patent No. 118217)

It is absolutely safe, easy to recharge, gives a uniform gas pressure and is perfect in action. The Carbide Feeding Device operates outside. so that it cannot form accretions, become clogged or encrusted with lime salts.



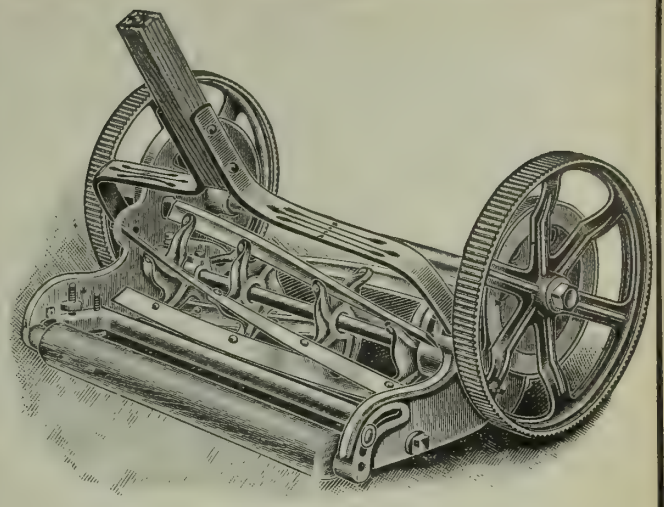
Approved by the Canadian Board of Fire Underwriters for installation in any building in Canada.

Write for catalogue and particulars.

Department "E"

The Monitor Manufacturing Co.

FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions.
When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profit by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing iron pipe size, 1 inch base	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.D.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot	13 50	13 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14x48", 14x60"		23 00
Plain, 16 oz., 14x48 and 14x60		22 00
Tinned copper sheet, base		24 00
Planished base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		20 00
" No. 2		19 50
Middlesboro, No. 3 pig iron	17 75	20 00
Summerlee, No. 2 "	20 25	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 60
All bright, 52 sheets	3 70	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 01	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	0 19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 23-lb. ingots, 100 lb. $37 00 37 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 box	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	6 75

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No 19, $2,70; 6 wire solid line, No. 17 $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.50; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26. $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33. $16; No. 34, $17. Extras net; Tinned wire. Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure		0 09
Chrome yellow "		0 18
Golden ochre "		9 11
French " "		9 09
Chrome green "		0 11
French permanent green"		0 15
Sign writers' black "		0 17
Marine black, 25 lb. irons		0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 90
Globe house paint (Windsor)	1 25
"New Era" house paint (Windsor)	1 35
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 50
Robertson's pure paints	1 50

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Prime white petroleum per gal		0 13
Water white "		0 15
Pratt's astral "		0 17½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 19
Benzine, per gal single bbls		0 17
Turpentine, single barrels	0 99	0 99
Linseed Oil, " raw	1 08	1 07
" " boiled	1 11	110

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Bensine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastillite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Moore's Pure White Lead		6 00
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
" Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling C.P.		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	4 70	10 00
Lathing hatchets	1 45	6 75
Shingle "	1 70	5 00
Claw "	5 50	6 85
Barrell "		

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) .. 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	3 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Amatite ROOFING

When a man is under the necessity of using a lot of roofing, he is pretty sure to study the subject with great care.

That is why Amatite is so often used on the big ready-roofing contracts.

A man who has only a few hundred feet of roof will often be careless in his choice of roofing, but when it comes to thousands of square feet Amatite is sure to be used.

The following is a typical instance:

Buy It—and You'll Never Need Roof Paint

Paterson Manufacturing Company.

Dear Sirs:—We wish to inform you that the "Amatite" Roofing which we have used on our office, storehouse, lumber shed and barn has given most satisfactory service.

The area that these roofs cover is about 15,000 square feet. The roofing is unusually attractive in appearance, and in our judgment is the most durable and satisfactory made. The fact that it requires no painting appeals to us very strongly, and this feature makes it by far the cheapest ready roofing on the market.

CITY LUMBER & COAL COMPANY.
[Signed] F B. Boardman, Treasurer.

The economy of Amatite is not only in its durability and its price (lower than any other mineral surfaced ready roofing on the market), but also in the fact that *it requires no painting.*

You may be sure it would cost something to paint their big roofs if they used a roofing that needed painting. All that is saved with Amatite.

A sample of Amatite will be sent you for inspection free if you will send name to the nearest Paterson office at once.

The Paterson Manufacturing Company, Ltd., Montreal, Vancouver, Toronto, St. John, N.B., Winnipeg, Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	3 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 h, doz	5 25
Folding handles, 3 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch, per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.,	"	6 75
" " 8-in.,		6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HOTHOUSES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	3 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast...per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in sizes, $8.50 ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent,	
Malleable, 25 per cent	

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net, $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 38 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb. per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lbs. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 34
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No 1822, 66 ft. ea.	1 15
" Metallic, No. 1821	1 25
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 30
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer, 20 per cent.	180 00

WRINGERS

Royal Canadian, 11 in., doz.	50 70
Eze, 10 in., per doz.	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch, 20 per cent.	69 25

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

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Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Butterworth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co, Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstoc

Watches
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

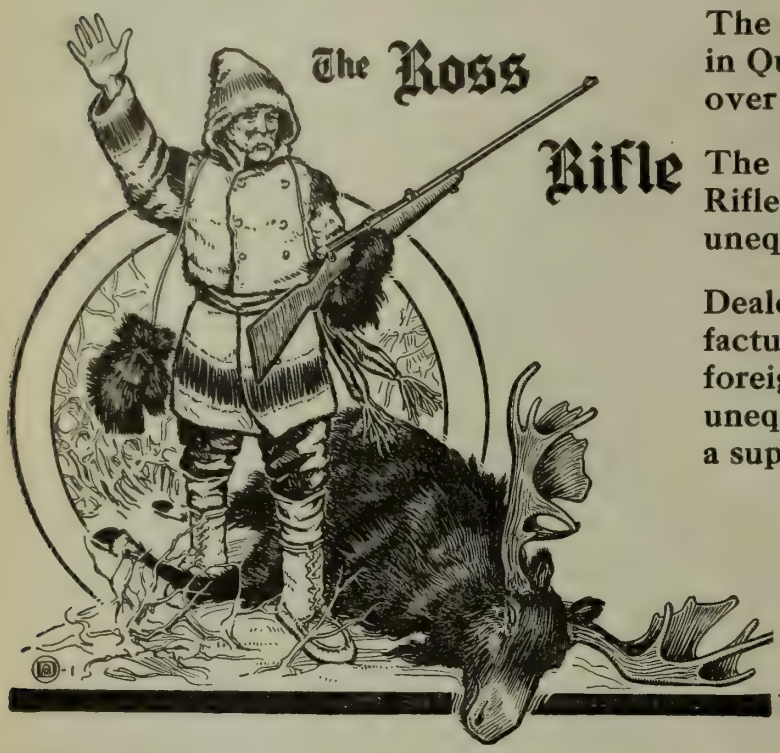
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

The "Made in Canada" Rifle



The plant in which the Ross Rifles are made in Quebec City represents an investment of over $100,000,00.

The Ross Sporting and the Ross Military Rifles are to-day unbeaten in their class and unequalled in their quality and value.

Dealers who take a pride in Canadian Manufacturers and prefer helping Canadian to foreign and at the same time sell goods of unequalled value can unhesitatingly stock a supply of Ross Rifles.

Write for Catalogue and Discounts

ROSS RIFLE CO.

QUEBEC, P.Q.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.

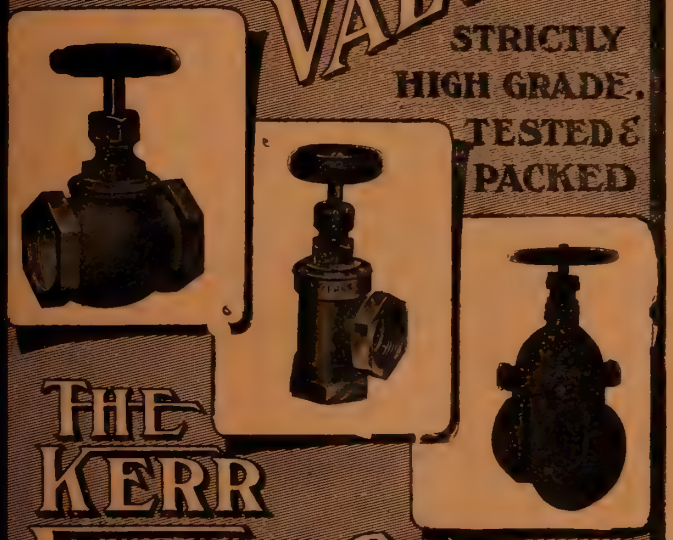


Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED

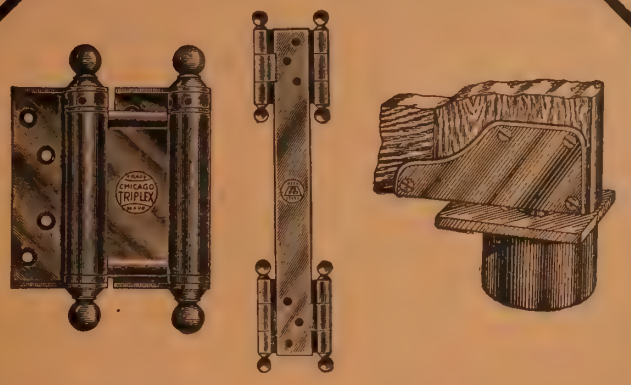


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

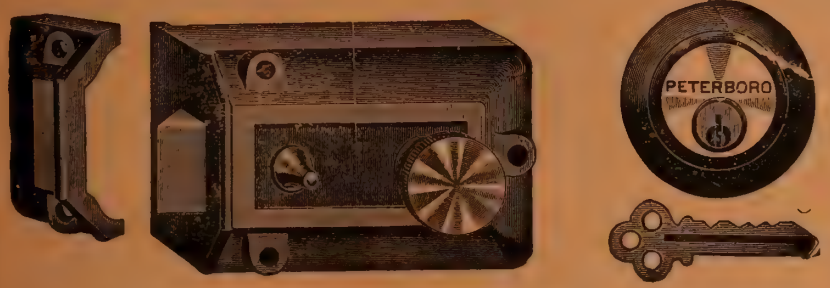
Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

HOW ABOUT YOUR STOCK OF LOCKS?



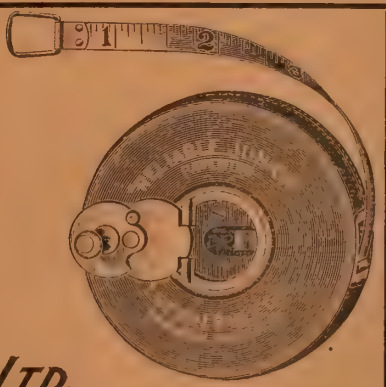
Cylinder Night Latch, No. 103

Have you a full range of reliable goods? Ask your jobber to show you the Peterborough Company's lines of rim and mortise locks, and of inside, front and store door sets. They are just what you want.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL GOOD JOBBERS

SEND FOR CATALOGUE



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS

TRADE RADIUM MARK.

PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE CUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouve

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

DELTA



DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 1, 1910 NO. 40

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

"Queen's Head"

CANADA

Galvanized Iron

Stands the final test—*wear*

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co Ltd.
Montreal
Managers Canadian Branch



Every man a handy man!

A line that will appeal to every householder is the

MONARCH
COBBLER OUTFIT

It is indispensable in every home and contains everything required for complete boot, shoe, harness and tinware repairing.

A LINE THAT SELLS ON SIGHT.

WRITE FOR GENERAL CATALOGUE

Taylor-Forbes Co.,
Limited
Head Office and Works
GUELPH, - ONTARIO

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

REACH Baseball Goods 1911

VICTOR Sporting Goods and Hammocks

Best Known	—	Quickest Selling
Best Quality	—	Most Profitable
Best Values	—	Most Dependable

Baseball **Reach** Goods

The fully-guaranteed, distinctive line of Baseball Requisites. Good enough for the World's Champion Players.

A special deal for the Canadian Retailer never before offered.

VICTOR Sporting Goods THE Victor Hammocks VICTOR

Victor Athletic Goods

Value never elsewhere equalled.
Uptodateness in every feature.
The most satisfactory to the player.
The most profitable to the dealer.

Victor Hammocks

Entirely new, exclusive patterns.
Finest designs ever offered.
Rich, satisfying colors.
Values challenge comparison.

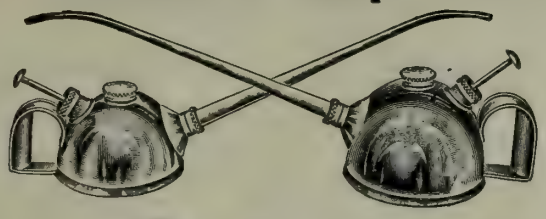
Special conditions for those placing orders this Fall for Spring delivery.

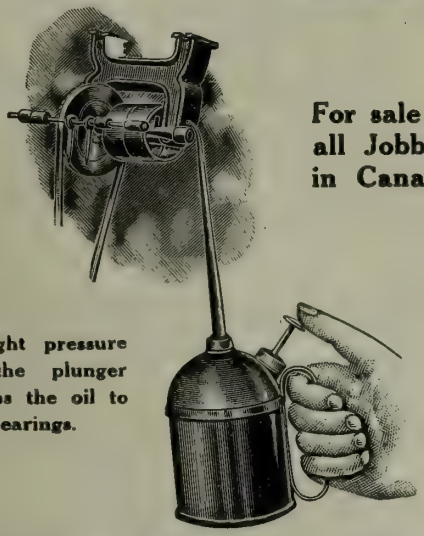
See our samples before buying for Spring—a post card request will ensure a visit from our traveller.

The Fancy Goods Co. of Canada, Limited

156 Front Street West, Toronto

Howland's Pump Oilers



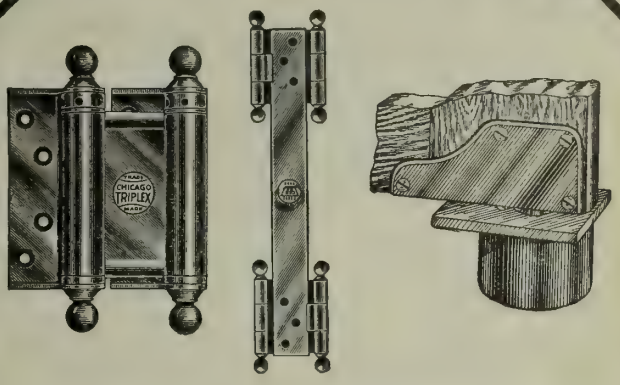


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



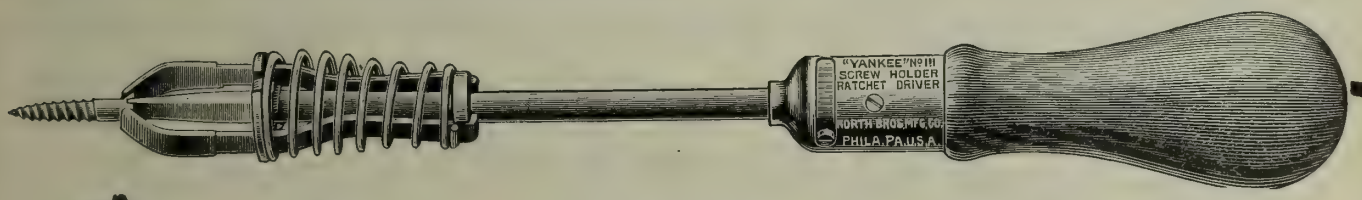
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG

IF YOUR COMPETITOR—WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send you advertising matter with your imprint, free of expense? Have your Jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY
PHILADELPHIA, PA.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

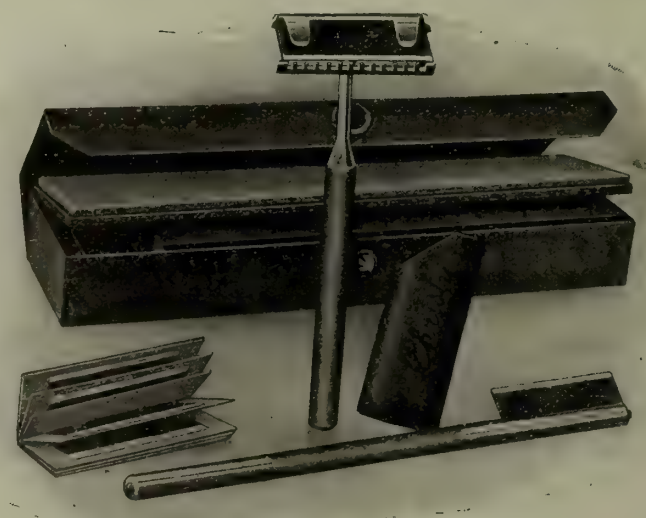
240

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a
Good Profit
For the
Hardwareman

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

POLICE GOODS

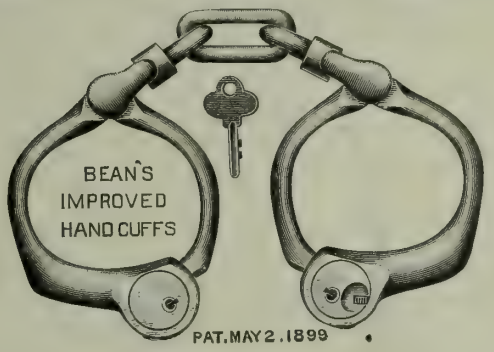
Bean's Improved Leg-Irons



One pair in a box.

These Leg-Irons can be unlocked from either side, and the **lock can be removed for repairs** when the leg-iron is open, but when the leg-iron is closed the lock cannot be taken out. It has a double-swivel link, and there are no projecting arms, and no corners that can cut either officer or prisoner. The leg-iron is light, its weight being **21 ounces**. They have set locks and cannot be locked by accident, are always under control of the officer, and **cannot be unlocked without the key.**

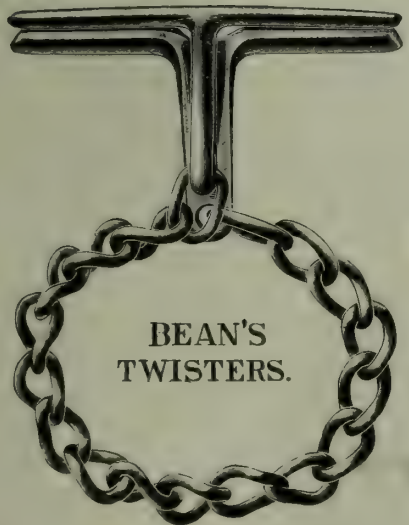
Bean's Improved Handcuffs



These Handcuffs are made to meet the demand for a handcuff of a higher quality, a lighter and better-finished cuff. This cuff can be unlocked from either side, and **the lock can be removed for repairs** when the cuff is open, but when the cuff is closed the lock cannot be taken out. It has a double-swivel link, and there are no projecting arms, and no corners that can cut either officer or prisoner. The cuff is light, its weight being **12 ounces**. They have set locks and cannot be locked by accident. They fit **all** sizes of wrists, and are always under control of the officer, and **cannot be unlocked without the key.**

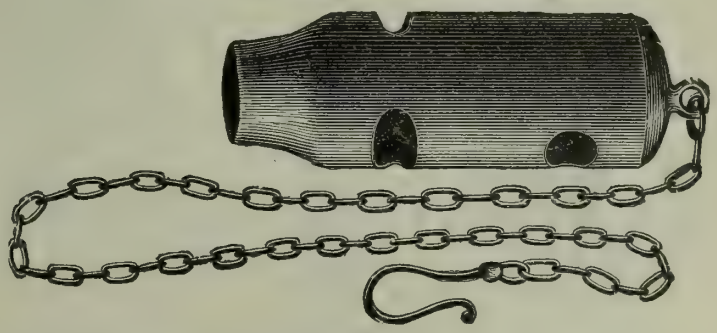
One pair in a box.

Bean's Improved Twisters



The above cut illustrates the Bean Improved Twister. The twisters are well polished and finely nickel-plated, and will stand the strain which any officer may wish to use.

Police Calls



BEAN'S, with 12-inch chain and hook, nickel-plated

One dozen in a box.

Sole-Leather Clubs

12-OUNCE BEAN'S—12 inches long, sole-leather butt, neatly braided leather handle, rawhide loop, iron swivel in head.



Police Goods are not usually carried in stock by Hardware Jobbers. This advertisement will serve to let you know where you can get them.

SPORTING GOODS CATALOGUE NOW READY FOR MAILING

LEWIS BROS., Limited

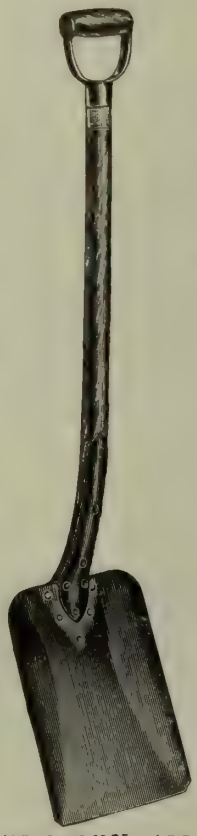
Address all correspondence to **MONTREAL**

OTTAWA **TORONTO** **VANCOUVER**

SNOW SHOVELS

"F. & W." Snow Shovels have always been the favorites with the Trade. Have you ever stocked them?

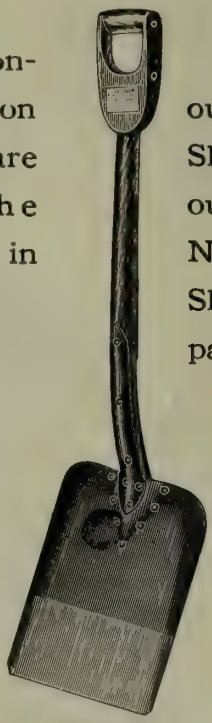
"F. & W." Sell the Best.



"F. & W." No. 126

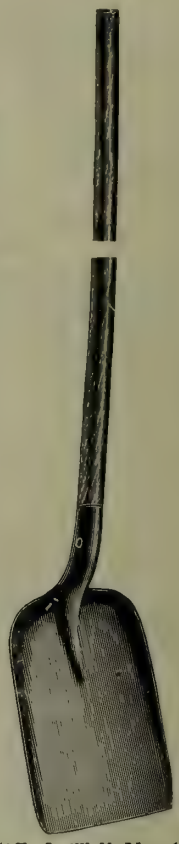
They are considered the best on the market and are used by all the leading railways in Canada.

Our No. 126 is our Railroad Snow Shovel. No. 127, our Lumberman's. No. 125, Household Shovel, Lowman pattern.



"F. & W." No. 127

"F. & W." Pay the Best



"F. & W." No. 125

Place Your Orders Early.



Eclipse No. 219

Write for Prices



Eclipse No. 221

Large demand for Shovels this year.

Quick Sales.
We Ship Promptly.

SATISFY YOUR CUSTOMERS BY CARRYING THE BEST.

Ask our travellers about this line.

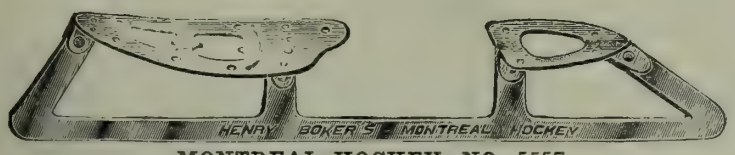
Good Profits.
We Ship Promptly.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

SKATES



MONTREAL HOCKEY, NO. 5557.

No. 5557. Beautifully finished, high-grade skates. Extra fine quality tempered tool steel runners, ground to a sharp point in front, narrow straight bottoms, double heel supports. Nickel plated and polished.



METEOR HOCKEY, NO. 9557½

No. 9557½. Extra fine quality tempered tool steel runners, ⅛-in. bearing surface. New style supports, triangular tube pattern. Full nickel plated and polished.



JANUS HOCKEY, NO. 78.

No. 78. Best quality forged and tempered steel runners, straight bottoms with puck stop, double heel supports. Nickel plated and polished.



PRINCE HOCKEY, NO. 45.

No. 45. Best quality forged and tempered steel runners, straight bottoms with puck stop. Nickel plated and polished.

HOCKEY STICKS



No. 035- Best selected Rock Elm, extra strong, good grain, large blade, oval handle, made for defence players.

No. 030. Best selected Rock Elm Forward Stick, light weight, well grained, beveled blade, waxed and polished.

No. 025. Second growth Rock Elm, beveled blade, waxed and polished, for forward players.

No. 020. Medium weight, forward stock, well finished at a reasonable price.

Full assortment shown in our 1910-11 Sporting Goods Book.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



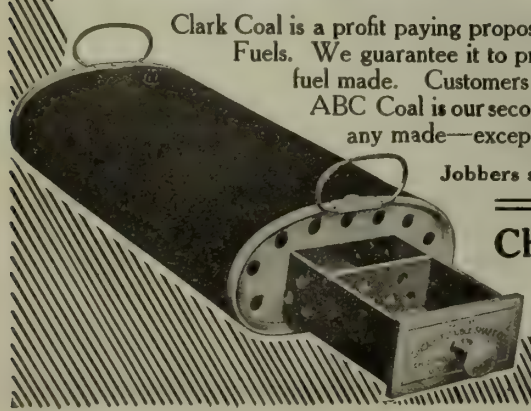
Products That Sell In The Winter

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1908-1909 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago



Liberal Advertising all the time makes Clark Products the Dealers' Line





The Shooting Season is right at hand now and it behooves each Hardware dealer to be in a position to supply ammunition of known quality, brands that have stood the test and have given real satisfaction.

"Dead Shot" Powder and Schultze Loaded Shells

are manufactured by reputable makers and should produce the results expected of them. Let us supply your wants now.

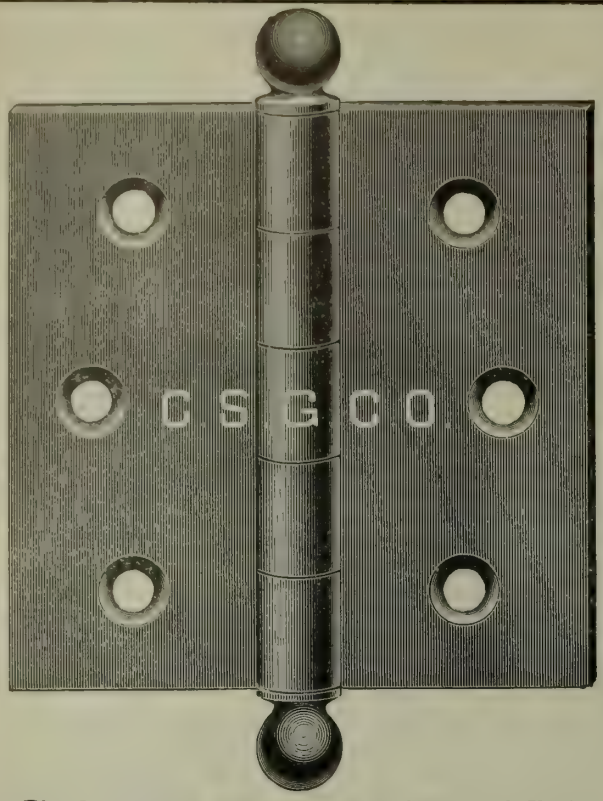
Our Letter Order Service Gives Satisfaction.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — **OUR PRICES ARE RIGHT**

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the utts and if not they won't use any other make.

LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated) - -	19 lbs.
Height (bail down) - -	25 inches
Diameteter of base - -	17 inches
" " upper drum -	8¼ inches
Capacity of fount - -	1 gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON PROGRESS

1840. Henry Disston made but *few* saws a day.

1850. Made *some* dozens each of various kinds of saws per day.

1860. **The Disston Saw Works** turned out *hundreds of dozens* of saws per week.
1865. Factory destroyed by fire—rebuilt immediately.

1870. Sales increased to *thousands of dozens* per month. Factory again destroyed by fire and rebuilt.

1880. Mounted up to *tens of thousands of dozens* per month.

1890. Leaped to *hundreds of thousands of dozens* per year.

1900. *Millions* of saws of various patterns were made and *sold*.

1910. **Sales still increasing and the demand for Disston brand of saws and tools unprecedented.**

THE R ESONS: Integrity, persistence, courage, enterprise, knowledge, all united in a constant effort to manufacture and deliver the *best* saws for every purpose which it lies within human power to produce.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works **PHILADELPHIA, PA., U.S.A.**

CANADIAN WORKS:
Fraser Avenue
Toronto :: Canada

PROFIT IS LIKE FLEAS—

You think you have it, but you've missed it. When you buy cheap BABBITT METAL you cannot figure the profit until the goods are sold. Still further, until the goods are used and tried and bring repeat orders.

WE ARE



BABBITT METAL

SPECIALISTS

Our Metals give results to the

HARDWARE MAN

We have special kinds that bring repeat orders. Write to-day for prices.

The Canada Metal Co. Ltd., Toronto



WE ARE PROUD of our spread in COMMUNITY SILVER

Through the merit and variety of our patterns the dealer is certain of satisfying his most particular customers. The quality in every pattern is the same—more than triple plate.

ONEIDA COMMUNITY, LTD., ~ ~ ONEIDA, N.Y.



Stanley Tools

STANLEY "HURWOOD" SCREW DRIVERS have Blade, Shank and Head formed of one piece of special steel. A rivet through the Ferrule Handle and Shank, as well as the Head, with two projecting wings (see cut) securely fastens the Handle. This construction makes the "Hurwood" Driver unsurpassed for strength and durability. "Hurwood" Drivers are made in two forms: one in which the Metal Head comes clear through the Handle, and one designed for electricians, giving the same advantages of strength, but having the Head countersunk in the Handle and insulated by non-conducting plug. All "Hurwood" Drivers have finely tempered Blades, and are well finished and fully warranted.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels and, as fast as practicable, to these will be added other lines of tools shown in our catalogue.

The word "STANLEY" appears on every tool.

Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

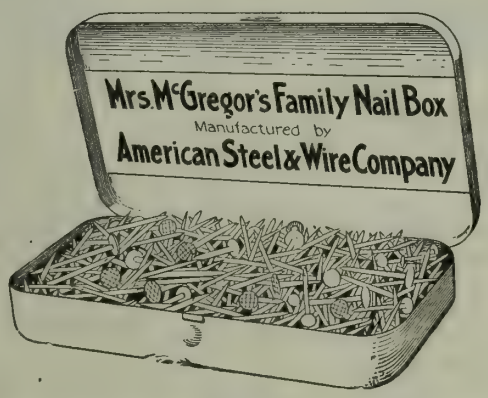
Mrs. McGregor's
Family Nail Boxes
Sell At Sight

These nail boxes are by no means a new article on the market, but are considered one of the best selling lines in the Trade.

They are being retailed by the merchants for ***10 cents per box,*** which is netting them a handsome profit of over ***200 per cent.***

Are you handling Mrs. McGregor's Nail Boxes? If not, place a sample order at once. You will sell them and order more.

Every Nail made from the best Steel Wire that is manufactured.



Each Box contains all kinds of Nails for Family use.

Mrs. McGregor's Family Nail Boxes.

Each box contains an assortment of moulding, finishing, casing, flooring, barrel, box, fence, cigar box and common steel wire nails. Put up in Attractive Tin Boxes of about 500 nails, and weighing about one-half pound.

Sizes, ⅜ in. by 20 ga. to 1½ in. by 12 ga.

A Large Demand for these Nail Boxes. Write for Prices.

FROTHINGHAM & WORKMAN, Ltd.

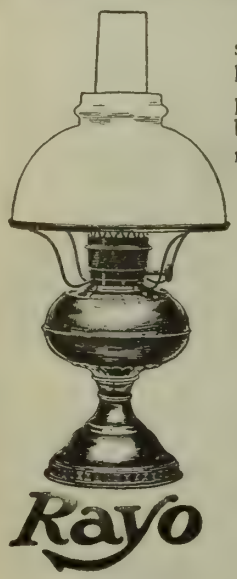
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

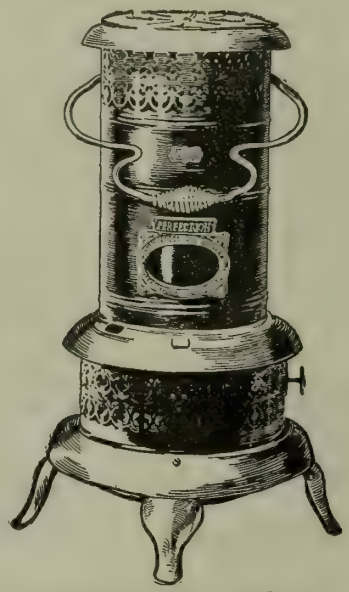
The Most Extensively Advertised Oil Consuming Devices on the Market

They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.



Perfection Smokeless Oil Heater

The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.



New Perfection
WICK BLUE FLAME
Oil Cook-stove

TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood. Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal. Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.

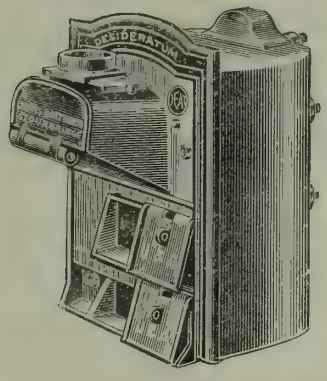
"ALL NIGHT"



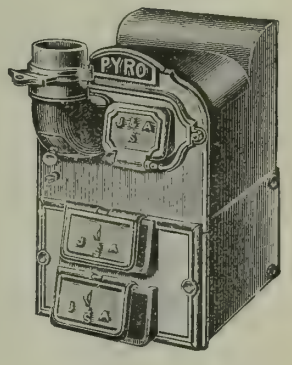
BOILERS!!!

OF ANY DESCRIPTION OR SIZE

"DESIDERATUM"



"PYRO"



SUITABLE FOR HEATING GREENHOUSES, COACHHOUSES, MOTORHOUSES, FORGING PITS, ETC., OR LARGER BOILERS SUPPLIED FOR HEATING OR SUPPLYING HOT WATER TO DWELLING-HOUSES, SCHOOLS, CHURCHES, ETC. ESTIMATES PREPARED FOR COMPLETE APPARATUS.

ILLUSTRATED LIST FREE ON APPLICATION

JONES & ATTWOOD, Ltd., HEATING SPECIALISTS STOURBRIDGE, ENGLAND

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

Do Your Customers Burn Soft Coal?

If they do you have no doubt heard of their troubles with the ordinary heater, a heater not suited to the demands of soft coal.



Sofco Heater, patented Dec. 14th, 1906

Here is an illustration of the "Sofco" Heater—built especially for soft coal districts.

This is a smoke and gas consumer, the only method by which soft coal can be burned successfully.

Soft coal is a good fuel if it is harnessed correctly, and many more people would use it than at present if they knew of the "Sofco."

The "Sofco" is a tested heater backed by The McClary Mfg. Co. There is business in it for you, if you will go after it.

Order to-day.

McClary's

London Toronto Montreal Vancouver St. John
Hamilton Calgary Saskatoon

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin



IMPERIAL OXFORD RANGE

"100" SERIES

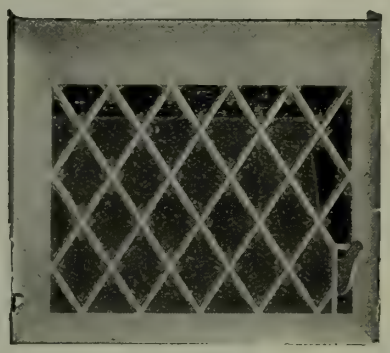
One of the prime favorites from the Gurney-Oxford line. Being featured in our advertising throughout all Canada.

Read these special good points—which appeal to every user of a cast iron range.

1. The new Imperial for coal has our new Patented reversible grate, with interlocking teeth. It has much more air space, producing the greatest amount of heat for fuel consumed.
2. The fire travel is directed so that half the heat must travel around the front of the oven. This does away with the old difficulty of range ovens, where most of the heat is usually at the back.
3. The firebox is oval No dead corners for clinkers to lodge in.
4. All fire linings and grates are removable without disturbing anything else. If your customer wants to burn wood part of the time, show him how quickly the change can be made. Wood firebox takes a 24-inch stick.
5. Large pouch feed door for broiling.
6. All the nickel lifts off, a great convenience when the range is required for heavy work, preserving, wash day, etc.
7. The satiny castings and the detachable nickel rims make this range an ornament to any kitchen.
8. A new device for removing ashes. No necessity of spilling ashes on the floor as with the old pull-out hearth. Extra large ash pan.
9. Gas attachment where desired.
10. Extra commodious blue steel warming closet with drop door, or high shelf as desired.
11. Two-piece never warp covers, sectional ring cover, and interlocked centres on top.
12. Oven thermometer perfectly accurate. Very simple. Nothing to get out of order or to wear out.

The Gurney Foundry Co., Ltd., Toronto

Hamilton Winnipeg Montreal Calgary Vancouver



"T & B IMPERIAL" BASE BOARD REGISTER

COMPARISON

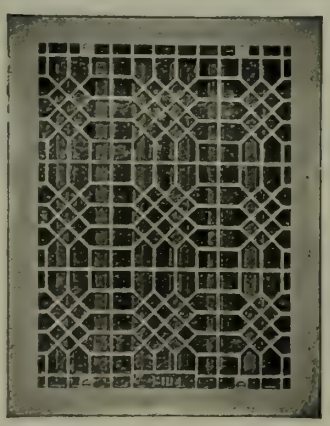
Your own safe test, is invited, because we know that a comparison of

"T and B"
Registers, Ventilators and Grilles

with those of any other make only serves to emphasize their many points of excellence. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, - - - ONTARIO



SEMI-STEEL REGISTER

SPECIALISTS

The Value of Quality

The modern understanding of the word QUALITY, according to the Standard Dictionary, is SUPERIORITY.

QUALITY also implies MERIT, GENUINE WORTH. It suggests INDIVIDUALITY. It embod es CLASS, and sets a STANDARD.

QUALITY in our goods is the result of the union of the BEST MATERIAL obtainable, the WIDEST EXPERIENCE, the LARGEST FACILITIES, and the MOST APPROVED METHODS.

The foregoing have placed us in the FRONT RANK as manufacturers of goods of STERLING MERIT.

Every dealer should hustle the ST. MARYS HOCKEY STICK, because it looks well, sells well, and lasts well.

WRITE FOR DESCRIPTIVE PRICE LIST—JUST ISSUED—TO THE

St. Marys Wood Specialty Co., Limited

ST. MARYS, - - - - - - - - ONTARIO

Branches: Montreal and Winnipeg



We have been making the hard-to-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

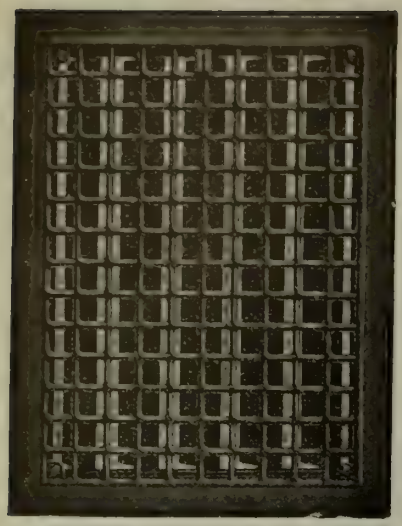
McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.

LIMITED

Galt, Canada



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

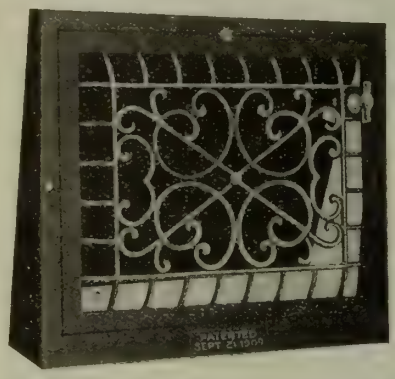
The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

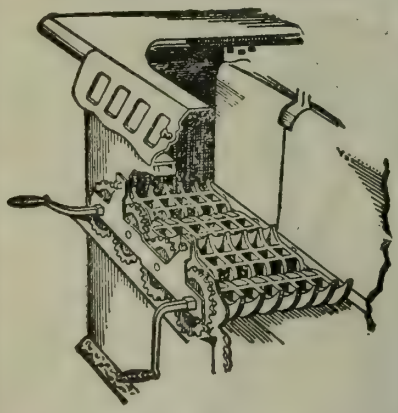
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Effective Combustion is the biggest question in furnace economy, and the

"Champion" Range

with the **"CHAMPION" GRATE** will be found the most economical, because the combustion is better and the grate more easily shaken and cleaned.

Handle the Grate with the splendid selling feature—the cross-wise, non-warping bars.

Get full particulars to-day.

WRITE FOR CATALOGUE

D. J. Barker & Co.

PICTON, ONT.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

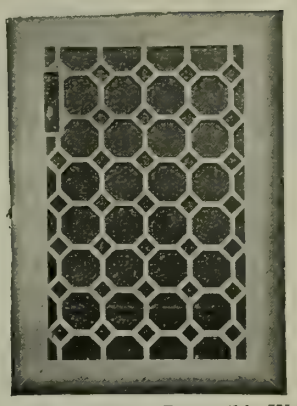
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver: also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch.

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

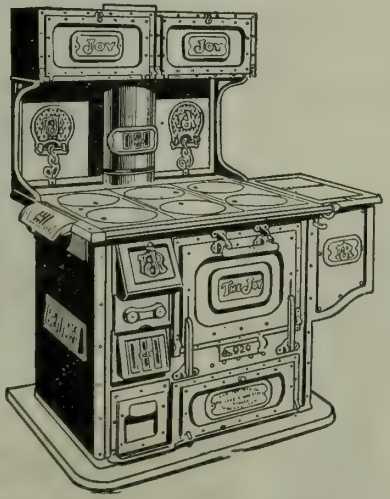
PRICE LIST OR SAMPLES ON APPLICATION. PLEASE MENTION THIS PAPER.

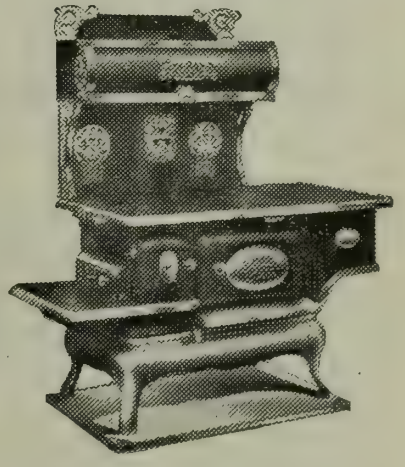
SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

ARE YOU HANDLING* Our Three Leaders?** ***The Empire Queen The Empire Steel The Joy Malleable







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

Canada Plates
in stock

ALL DULL

18 x 21—60 sheets
18 x 24—52 "
" —60 "
" —75 "
20 x 28—40 "

ALL BRIGHT

18 x 21—60 sheets
18 x 24—52 "
20 x 28—40 "

Write for Prices

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

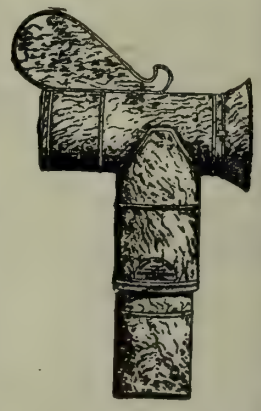
FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Penetanguishene, Jan. 18th, 1909

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

Gentlemen:—

In reply to yours of 15th inst., regarding the two (2) "J. W. Harris Rotary Ventilators" which I got from you in September, 1907, I must say that my customer is well satisfied, and he told me that they work fine and could not work any better.

Yours truly,

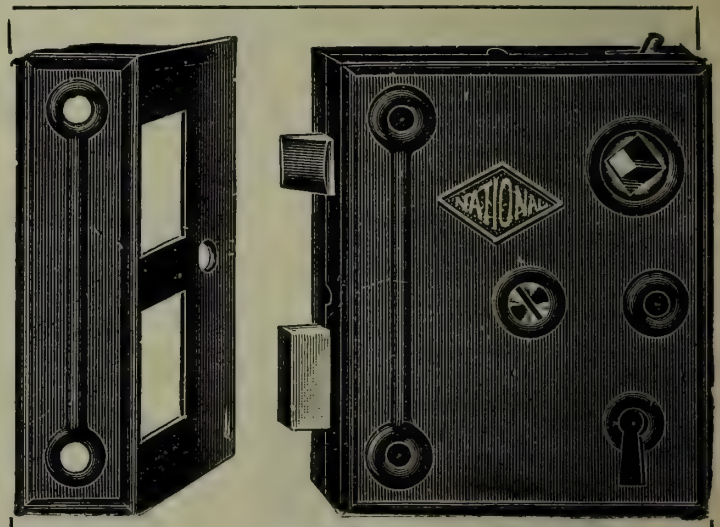
M. A. GENDRON.

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

A good buyer always asks for

GILBERTSON'S

COMET

Galvanized Sheets

because he knows the name means good quality and the price is right.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. ***MONTREAL***

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

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Branches throughout the United States and Canada.



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offers the **Largest Line of Mop Wringers** in the **World.** Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

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Manufacturers of Mop Wringers exclusively





This Trade Mark Insures Genuineness Originality Perfection Satisfaction

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KNIFE POLISH

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We can supply for quick shipment cases of assorted colors in Muranese or Moss patterns. Cases contain about 275 feet.

We have also enormous stocks of best quality Plate and Window Glass.

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Consolidated Plate Glass Co.

Limited

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

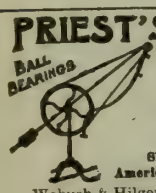
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PRIEST'S CLIPPERS THAT'S SUFFICIENT.





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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

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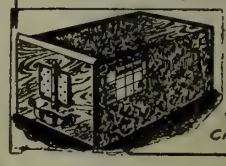
The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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Saves 20% Shelf Room over wooden boxes

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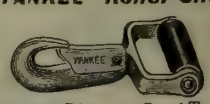
That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

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The best "Snap" for the Breast Strap

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Sizes, ¼, ½, 1¾, 2-in.

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Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

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My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
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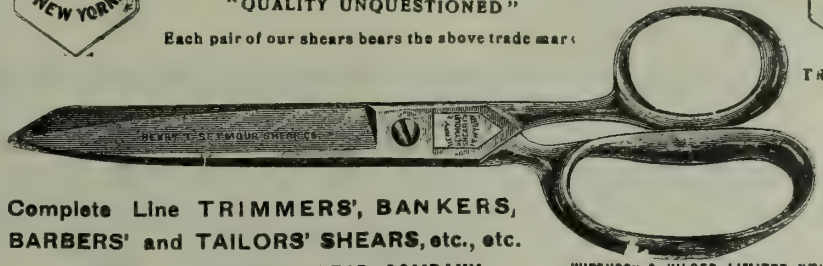
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"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

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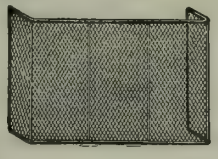


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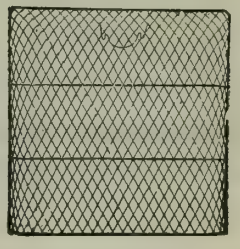
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
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SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

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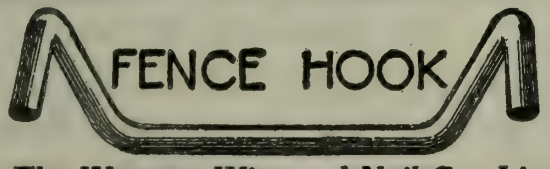
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

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For Fastening Wooden Pickets on Wire Fences

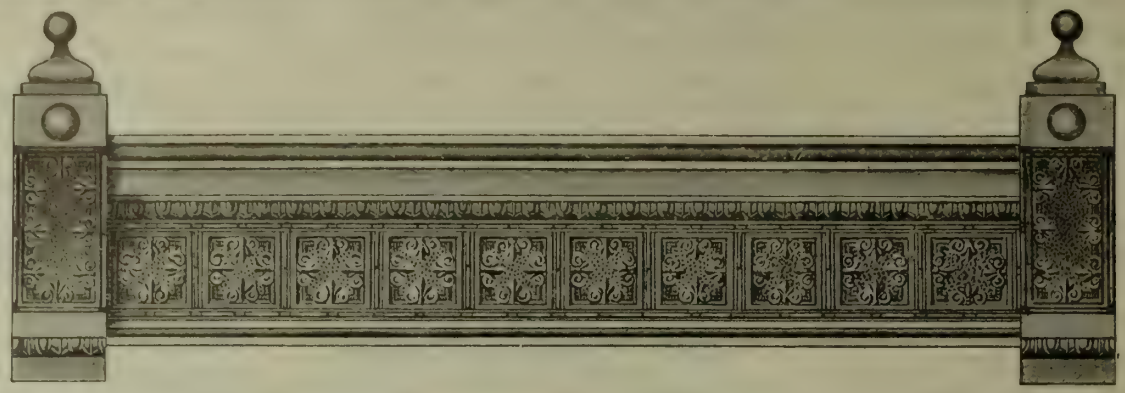


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



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If you have a tinsmith department in your hardware store you will find our line of Galvanized and Copper Cornices a very profitable one to handle. You can make a liberal margin of profit on each sale. And we help you make the sale. We submit suitable designs, and make to order any design desired in copper or galvanized steel. Our Cornice Department contains the most modern machinery and is in charge of expert workmen. Every cornice we make for you will be first-class in every particular—an ornament to the building on which it is erected—a good advertisement for the man who erected it. Keep your eyes open for cornice opportunities. And remember to call on us for designs and estimates.

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Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

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Before Placing that Order for

WOVEN FIELD FENCE

Get a Quotation for

"DOMINION SPECIAL"

"The Landmark of the Future"

We confidently believe that should you obtain a trial shipment, you will always stock it. Fall orders are now coming in, and we would certainly appreciate your business.

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THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO., LIMITED—BRANCH

Works: **LACHINE**

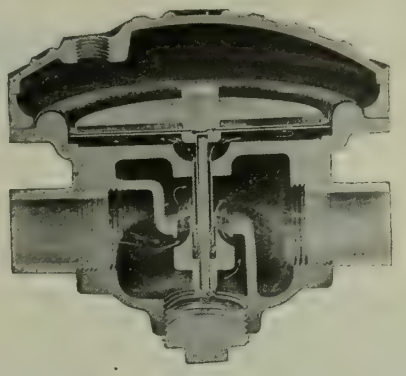
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Reduces Gas Bills 15 to 50 Per Cent.

This is what makes the "PERFECT" Gas Controller a hot seller wherever gas is used It is the one practical, tested, thoroughly reliable gas controlling device now in use in hundreds of homes, stores, hotels and factories

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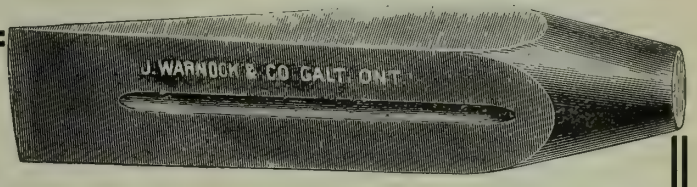
is entirely automatic, easily placed in position on the house side of the gas meter, and results in perfect gas lighting and the absolute prevention of all gas waste. We are granting exclusive territory for the "PERFECT" to live hardware dealers in every town in Canada where there is a gas works. Get the Agency for your town—demonstrate the "PERFECT" in your window, and then watch the crowds assemble and the sales grow brisk. First, write us for full particulars.



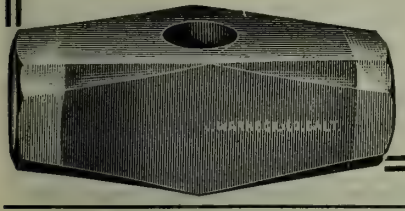
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Hammers & Edge Tools of Real Sheffield Steel.



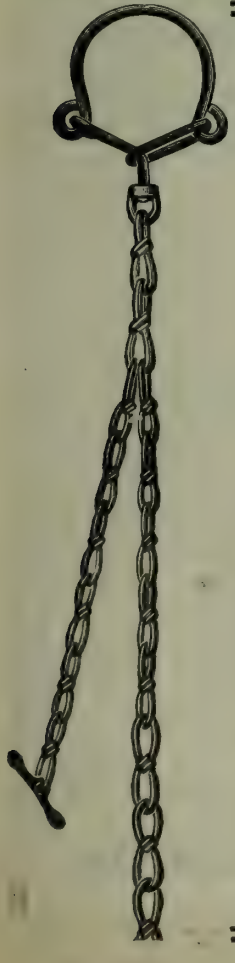
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Galt Ontario

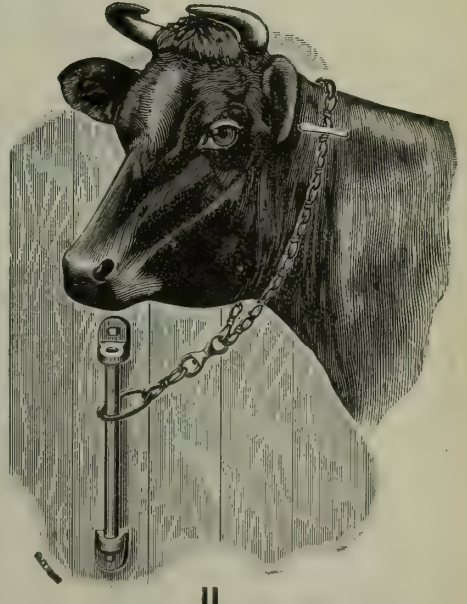


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Patent No. 50925

Our Cow Ties are made of Greening's celebrated steel chain; there can be no weak part in any Tie, as all the fittings are made of proportionate strength. No other chains can compare with these for lightness, strength and handsome appearance.

Made in six sizes and various styles. Consult your Greening catalogue; it contains pointers for every hardwareman.



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Hamilton, Ont., and Montreal, Que.

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Our lines include a complete assortment of Plumbing Goods of "Quality Standard."

"Morrison's" Fuller Cocks and J.M.T. Cushion-Disc Compression Faucets are noted for their excellence in quality and service given.

Our closet combinations contain our improved Ball Cock. Tank work carefully constructed and each fully tested before shipment.



"SIMPLEX"
Low Tank Syphon-Jet Closet Combination with Piano Polish Wood-work.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W. TORONTO

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Run some really catchy, attractive advertisements in your local papers. We'll furnish them free of charge. These are samples of the advertising plates that we'll send you **FREE.** They fit double column space, two inches high.

Select those which you wish and write us for them. Use them in your local paper or in printing circulars. They'll bring you more business.

If you will write us saying "How can I increase my sales?" we'll show you a sure and certain way.

E. C. ATKINS & COMPANY, Makers of Sterling Saws, **Hamilton, Ont.**

Head Office and Factory, Indianapolis, Ind., U.S.A.



"Automatic" Hand Power

MR. DEALER

Are you handling the right Vacuum Cleaner?

RIGHT IN QUICK SALES *RIGHT IN SATISFIED CUSTOMERS*

DON'T DELAY YOUR ORDERS.

THE "AUTOMATIC" HAND POWER and "ELECTRIC" VACUUM CLEANERS stand the test, being built along practical lines and exclusive features, which no other machines have. They do the work thoroughly and are built to last a life-time. Every machine guaranteed or money refunded.



"Triumph" Electric Vacuum Cleaner

Our **"Automatic" Hand Power Cleaner** is positively so superior in power, durability, and simplicity of construction that it is in a class by itself. "BLOWS" as well as "SUCKS."

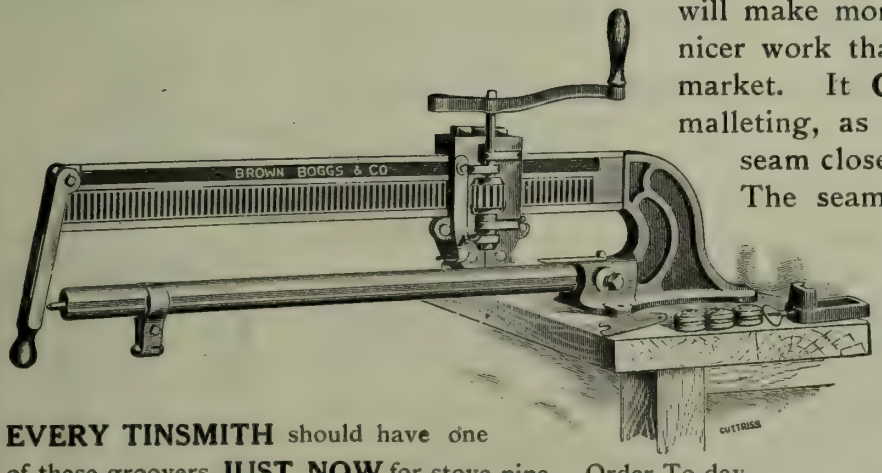
Let us get in touch, Mr. Dealer. Send for our Booklet and full particulars. We're with you for more profitable, better, bigger business.

WRITE TO-DAY, OUR DISCOUNTS ARE LIBERAL

Onward Manufacturing Co.

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THIS GROOVER



will make more **MONEY** for you, will do nicer work than any other machine on the market. It **CUTS OUT** the operation of malleting, as the work is grooved and the seam closed down **AT THE ONE TIME.** The seam when grooved is perfect in tightness and appearance. It is adapted for **INSIDE** or **OUTSIDE** seaming. It will groove 24 gauge iron and lighter, any length up to 32" and any width not less than 2" diameter.

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The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾"
If any of these specialties are found faulty we will exchange. ***ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.***

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.



Easy to operate—Easy to sell

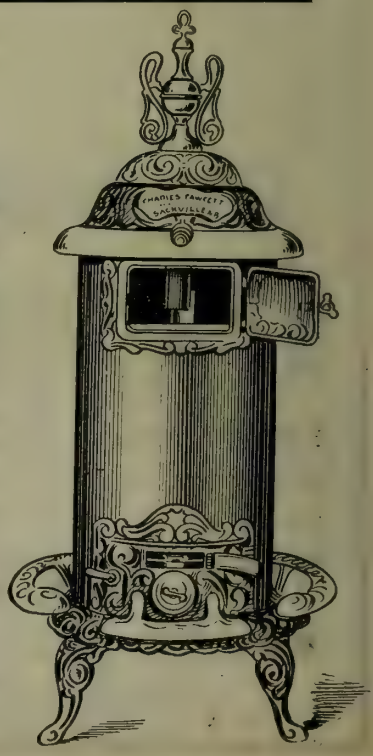
The latest triumphs in Fuel Saving and Heating Stoves are the two illustrated. The

"CHARM OAK" and "PERFECT HOT BLAST"

(on left) (on right)

In the "Charm Oak" a special construction does away with the smoke nuisance at the door so common in the Oak stove, and this stove is designed upon the latest lines for convenience and economy.

The "Perfect Hot Blast" is the latest and most up-to-date hot blast and smoke consumer on the market. It has extra large radiating surface and improved ash pit, shaking door and air-tight construction.



FAWCETT RANGES were awarded a Diploma and Gold Medal at the Dominion Exhibition at St. John this month.

They are pre-eminent for cooking qualities, durability and heating power.

Moreover, there is a splendid profit for the dealer handling Fawcett Stoves and Ranges. Send for catalogue and details.

The Charles Fawcett Mfg. Co., Ltd., SACKVILLE, N.B.

Branches at Montreal, Winnipeg and Vancouver

Why not handle the roofing that pays?

Don't think that "cheap" roofing pays because you may chance to make a quick sale.

Satisfaction is worth more to you than the nearest dollar. Satisfaction means repeat orders; and repeat-order business s the kind that pays.

Genasco
Ready Roofing

brings repeat-orders.

It is made of Trinidad Lake Asphalt—Natures perfect water-prcofer which makes Genasco last longer than any other roofing. It can't help giving solid satisfaction and building up permanent business for you.

We are doing our part in creating sales by continued advertising all over the country

Are you doing your part to make it pay **you** by taking advantage of our help to dealers, and carrying a complete stock?

Write to-day for full information.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

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Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

Mineral or smooth-surface Genasco Roofings

Cross-section, Genasco Smooth-surface Roofing



The KANT-LEAK KLEET is a new invention that keeps Genasco seams absolutely water-tight without cement. Easier to apply, too. Furnished in Genasco rolls when specified.

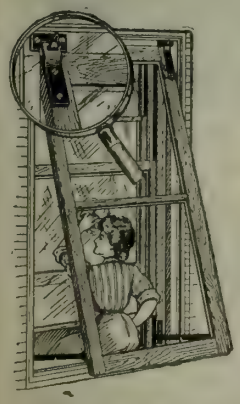
Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

SCARFE & COMPANY

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The ONLY Way is The PHENIX Way

To simply **show** Phenix Hangers and Fasteners is to sell them.

Storm Windows and Screens are easily hung or removed *from inside* as you would hang a picture; for ventilation or for window cleaning swing them out.

Retail at 10, 15, 25 cents per set with screws.

Every house-owner demands them.

For catalog and trade discounts address

PHENIX MFG. CO., 030 Center St., Milwaukee, Wis.

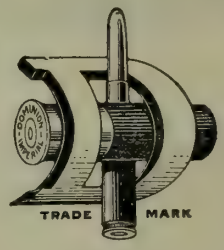
O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

Buy, Sell, Shoot
Dominion Ammunition



Quality, Profit, Price

Please Dealer and Sportsman.

DOMINION CARTRIDGE COMPANY, Limited

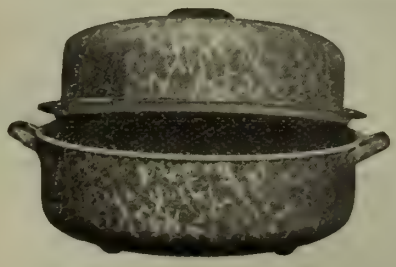
AMMUNITION MANUFACTURERS, - MONTREAL, CANADA

Kemp's Seamless Gem Round Roaster

MADE IN PEARLWARE AND BLACK STEEL

Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

PERFECTLY SMOOTH AND SEAMLESS—THAT'S EASY TO CLEAN



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No. ***0***

Size ***Diameter 12 In.*** ***Height 8 In.***

Case Lots, Dozen ***1/2***

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS - - TORONTO, CANADA

The Kemp Mfg. & Metal Co., Limited,
111 Lombard Street, WINNIPEG, Man.

The Kemp Mfg. Co. of Montreal,
39 St. Antoine Street, MONTREAL, Que.

A Credit Men's Association Formed in the West

The Members Claim it is for the Purpose of Protecting the Honest Wholesaler and retailer—Prosecution of Fraudulent Debtors and Trade Clearing House and Adjustment Bureau Among its Stated Aims — To Encourage Fire Insurance Among Retailers as Well as Proper Book-keeping and the Taking of Cash Discounts.

Winnipeg, Sept. 28.—A body has been recently organized in Winnipeg called The Canadian Credit Men's Association, which according to the constitution is for the purpose of "improving existing credit methods through the co-operation on individuals engaged in extending credit, and such other matters as the members may from time to time determine."

The membership consists of credit men and general managers engaged in any legitimate line of business where credits are given.

It has already assumed large proportions, as the list of members testifies, being made up practically of the representatives of all the larger wholesale houses in Winnipeg, and of those houses in Montreal, Toronto and other eastern cities which are doing any considerable business in the Western Provinces.

The association has opened offices in Winnipeg, under the management of a president, vice-president, six members acting as a board of governors, and a secretary-treasurer. The officers are :

President—H. H. Piggott, (The J. H. Ashdown Hdw. Co.)

Vice-President—R. R. Wilson, (Campbell Bros. & Wilson).

Board of Governors—W. M. Boyd, (The International Harvester Co.) ; J. D. Burnham, (Stobart, Sons & Co.) ; W. S. Fallis, (The Sherwin-Williams Co.) ; A. McAllister, (The W. E. Sanford Mfg. Co.) ; T. D. McGee, (The Thos. Ryan Co.) ; B. C. McMillan, (The McClary Mfg. Co.)

Secretary-Treasurer—Henry Detchon.

Questions on the Slate.

Strong committees have been formed to take up the following subjects :

Legislation Affecting Business Conditions ;
Prosecution of Fraudulent Debtors ;
Improved Mercantile Agency Service ;
Trade Clearing House and Adjustment Bureau ;
Fire Insurance ;
Improved Credit Dept. Methods.

The association has already in hand various questions affecting legislation which will be brought before the proper quarters when ready to be submitted.

It has also taken up one or two cases of fraud, but as these are still undecided by the courts, it is impossible to comment on same.

A Clearing House has been established for the interchange by members of ledger information. This feature of the association is really an enlargement of the Clearing House Department lately carried on by the Winnipeg Jobbers' Credit Clearing House. This branch of the latter concern, however, has now been merged into the new association and strengthened by the addition of a large list of new members ; the Clearing House Department now affords information from no less than 136 wholesale ledgers. This is done so that members by giving their own ledger information, can now fairly accurately appraise the exact position of those with whom they are doing business, and judge pretty well the desirability or otherwise of extending credit to any particular person.

To Encourage Fire Insurance.

The question of fire insurance is also an important matter being dealt with by the committee appointed for the purpose. The desirability of a merchant keeping fully insured against loss by fire will be brought forcibly before the attention of the retailers by means of educational literature, and the association will investigate any cases brought before its notice of alleged overcharge in rates and delays in adjustments of fire losses.

The improvement in the methods at present adopted in wholesale houses in dealing with credit matters is likewise engaging the attention of the association, and uniformity in these methods tending to curtailment of work for both the retailer and the credit man is being sought. As an example, in the past each wholesale house has adopted its own financial statement form, to be filled in by the customer seeking credit, but now the association has adopted a uniform form, which will materially diminish the work of both customer and wholesaler. These forms have been printed in large quantities and are being sold at actual cost to the members.

In addition to bringing before the retail merchants the question of insurance, such matters as rendering correct yearly statements to the mercantile agencies and wholesalers, keeping proper books of account, taking cash discounts, and other important features will be gradually brought into prominence.

Claims to Aid Honest Retailers.

While on the face of it, the association has been formed among wholesalers for the protection of wholesalers, the members claim that it will materially assist and protect the honest retailers by driving the dishonest and fraudulent merchant out of business, and thus affording a better field for the operations of those merchants who are honestly endeavoring to gain a competence by hard and industrious trading.

After Unscrupulous Persons.

At the meeting of the association on September 14th, it was decided to start a fund for the purpose of prosecuting unscrupulous persons. President Piggot presided, and was supported by R. R. Wilson, vice-president.

A desire was expressed for a higher state of efficiency in mercantile services, and a determination to obtain more up to date information, to be the means of harmonious co-operation between the members of the association and the agents supplying the information.

The report was read from the Legislation Committee, respecting the necessity of further legislation governing the obtaining of credit by means of fraudulent statements submitted to the mercantile agents.

Where Retailers Claim Shortages.

Complaints were lodged by the members for the unjust claims of shortage made by the retailers, and it was decided to take action to minimize this as much as possible. The Legislation Committee also referred to the issuance of cheques on banks where no funds were in deposit to cover such cheques at the time they were issued. This was felt to be a serious question to be dealt with at once, as there were many such cases in the west, it was declared, where this kind of thing is being carried on.

These matters are receiving the attening of the Legislation Committee, and they expect to be able to make reports at an early meeting.

Financial Statement Forms.

The secretary reported that the uniform financial statement forms which were adopted by the association at a previous meeting were now being used largely by the members, who issue them free of charge to their customers. He expressed the opinion that before the end of this year, these forms will have replaced the old forms now in use, and a much needed change would be brought about which would undoubtedly bring better relationship between the credit men and their customers.

The Clearing House Committee reported an increase in membership. This committee has for its object the collecting from, and the distributing amongst the members of the committee ledger information of mutual accounts, and the value of this information has come to be recognized in deciding where credit should be given.

To Hold Monthly Meetings.

It was decided to hold a monthly luncheon of the association on the second Wednesday of each month at 6.30 p.m.

Secretary Detchon is now interviewing the wholesale trade in Western Canada, with a view to getting co-operation in the general work of the association.

The following members took part in the discussion : W. M. Boyd, W. L. Helliwell, D. C. McMillan, M. F. Christie, M. S. Fallis, A. H. Fergusson, E. I. Madigan, A. McAllister, E. Barry, W. S. Arnold, J. Campbell, T. W. Leary and Mr. Webb.

Lighting Fixtures as a Side Line for Hardwaremen

Goods Combine Well With the Rest of the Hardware Stock, and Help in the General Display—Fixtures and Accessories are Clean and Handy Lines to Carry—Window Display Stimulate a Demand—The Lines Must be Well Brought Forward —Be Ready for any Demand for Lighting Fixtures That May be Likely to Spring up.

Lighting fixtures have this advantage over many side lines that hardwaremen now carry, that they combine well with the other stock. For instance, the sale of an electric or gas fixture may mean the sale of wire, screws, screw driver, probably pliers and one or two other little odds and ends. All these are supplied by the merchant so that the customer has no trouble of going to two or three stores in order to start putting up his fixtures. Then again lighting lines of to-day are exceedingly handsome in appearance. The clumsy outlines of olden days are gone, and now very little is produced that is not artistic and light. So that the merchant displaying fixtures adds to the ornateness of his interior while adding to the sources whereby he can pull in more revenue. Nothing looks more attractive than a series of fixtures arranged either in the window or in a prominent location in the interior, especially if these fixtures are connected with the main and in the evening become illuminated with the rest of the other lights. The criticism is frequently heard that hardwaremen do not illuminate their stores sufficiently, and comparison is made with the departmental stores and other trades greatly to the disadvantage of the hardwareman. If the merchant utilized his fixtures not only as a means of creating a demand for those fixtures, but also as a means of helping towards the general illumination of his store it would tend to do away with these invidious comparisons.

One Line Helps Another.

In these days of competition the merchant must be on the look out to secure all the trade that he can possibly squeeze out of his district. He must remember that, barring the expenditure on the stock itself, any side lines he introduces cause no more expense to the general upkeep of the establishment. There is no need of his adding to his staff, and the overhead expenses are in no way augmented. Therefore, the side lines that carries with it a trade which has every prospect of being greatly developed is a most profitable undertaking for the merchant, not only is there the demand for this side line itself to be considered, but there is the great possibility of people who would not otherwise enter the store coming in with the purpose of buying this particular side line and of then seeing other things which they like. An instance occurred to illustrate this the other day. The writer was in a hardware store which is now making a strong feature of electrical fixtures when a customer—a new face to the merchant—entered the store and asked for a small socket. On purchasing the socket he was on the point of leaving the store when his eye fell upon a particularly neat looking hand drill. "That is a nice tool," he said, and so the merchant at once with true salesmanlike celerity proceeded to show the observer the merits of this drill and the reasons why the customer should have that drill before he was any days older. Eventually a sale was effected, and as the merchant truly remarked to the writer, "if it had not been for my electrical side lines I should not have sold that drill." The more side lines the merchant has the greater are the chances of such instances like this occurring, and although the dealer must be careful that he does not in a moment of enthusiasm overstock himself, it is wise for every man to look out and try everything that he thinks will attract customers to his store.

Clean Lines to Handle.

Light fixtures are nice clean lines to handle. They carry a fair profit and



Demonstrating Gas Fixtures.

will repay all the trouble that they entail upon the merchant. There are very few districts in which there is no demand either existing or capable of being worked up for electrical or gas fixtures, and it is astonishing how easily a demand can be stimulated by means of window displays. Many instances can be given, if it were necessary, of how this has been done even in a locality which seemed at first appearance to offer little opportunity for a demand, by means of a strong series of window displays. A case comes readily to the mind of a merchant who, although he had never been asked for an electrical fixture, decided that there was no reason why he should not try and stimulate a call. His district could not be described as being an exceedingly promising one although it was in a municipality in which there was electric lighting. He decided to stock some wire, cutouts, sockets, fuses, lamps, shades and he ran an electrical window off and on for three months. The first two or three weeks no trade resulted, although he noticed that more people seemed to look into his window than had done so before. But one day the tide seemed to turn. An order for some wire was followed by a customer suddenly rushing in for some fuses as his had been blown out by a slight trouble on the line, and then the merchant woke up one morning to find that his electrical trade had assumed as big a dimension as his paint trade, and this latter was by no means inconsiderable. Now it seems to be even beating the other side lines, and this merchant assured the writer that under no consideration would he remain two weeks without having an electrical window.

Now if it is possible for one merchant to accomplish this it is possible for other merchants to follow suit. It is astonishing how a demand can be stimulated and directed into certain channels by consecutive and highly suggestive window displays. If a person never sees a thing he or she naturally does not want it. The old adage that "what the eye does not see the heart does not grieve for," is borne out in this. If, as in the case given above, the customer had not seen this little drill he would not have desired it, and if a district is not shown certain pretty fixtures or little conveniences that are constantly being put upon the market how can they be expected in the ordinary course of events to have a desire for them, or even to know that they exist.

The Occasional Window No Good.

An occasional window is not sufficient. You must have the accumulative force of a series so designed that they grip the attention more and more of the people who pass by. The great thing is to show the lines. There is no use adding to one's stock if no attempt is made to show the people that that stock has been augmented. A merchant on reading this may say, "Oh, I added a side line sometime back and it has been nothing but dead stock since. The great question is, did the merchant after adding this line do his very best to push it? Did he on every available occasion call his customers' attention to the fact that these lines were being carried? No matter how great the demand may be for a thing; no matter how cheap it may be; no matter what the quality behind it; it will not sell unless it is displayed. Even in a line such as paint which probably every one knows that a hardwareman carries, the full strength of the consumptive demand is not felt unless the merchant displays his brands. How is the observer to know that amongst the colors carried there is a smart moss green or gray which is particularly attractive, and would suit something in particular which the observer has in mind. More so therefore is the display necessary in the case of the side line which probably very few of the people in the district are aware that the merchant has stocked.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature That the Correspondent Does Not Desire Publicity, he Can Use Initials or Nom de Plume.

Personal Letter to Customers.—William Marshall, Milk River, Alberta, writes: "In reading your valuable trade paper I noticed your invitation to send advertisements for criticism. I am taking the liberty of sending you for your perusal and criticism a personal letter that I purpose to send out to our customers and others in this vicinity. In the first place, I must inform you that we have no local paper in which to advertise. Secondly, things in general are pretty quiet around this district, owing to the dry weather we have had here, so I intend to try and liven the business up if possible, with a strong line of Christmas goods that we are able to procure from our wholesale house, or rather, the firm that we deal with. We have no jeweller here, and I think that the plan ought to go pretty good. The country tributary to this town extends for about 60 miles east and is all homestead country. The town itself has a population of not more than one hundred. We carry a stock of about $5,000, and also a line of implements. At times I think that it is a somewhat risky procedure to stock up too heavy on these fancy goods. If it is not taking up too much of your valuable time I would greatly prize your advice in this matter of the enclosed letter."

Mrs. James Jones,
Milk River, Alta.,

Dear Madam,—Just a few lines to call your attention to the fact that we are laying in a choice variety of novelties and useful articles for the coming Christmas trade.

We shall be pleased to have you call on us on your next trip to town, and inspect these goods, and we will do our very best to accommodate you and to supply your needs in the way of suitable and acceptable Christmas presents to send to your friends at home. We shall also be pleased to render you any assistance you may need in packing these goods and mailing the same.

As we anticipate a rush for these goods we would advise an early visit so that you may have the benefit of an early choice.

If we do not happen to have what you may need in this line at the time of your visit, we will do our utmost to procure anything that is in our line for you without delay.

Trusting to see you in the near future, and thanking you in anticipation, we remain,

Yours respectfully,
O. FITZMAURICE,
Per William Marshall.

Mr. Marshall's letter is an excellent introduction to the subject of holiday trade, and if followed up with two or three other letters during October and November, the results are certain to be very gratifying.

There is nothing like personal contact between merchant and customer, and this is where the local merchant has his greatest advantage over the mail order houses. In a follow-up letter, therefore, the point might be emphasized that it is in the customer's interest to help build up the town near which he or she lives, first, because of the increased value of the country land, if near a town, and second, because of the greater opportunity for social entertainment and better buying facilities as the town grows. These arguments should be backed up, however, by proof that the local store can serve the customer even better than the catalogue house by selling from sample, instead of from a picture, and, freight considered, for even lower prices. Emphasize this paint by picking out two or three articles listed in the mail order catalogue, add freight, money order fee, etc., and compare with your local price. If possible, offer to duplicate any article catalogued, and promise to exchange the goods if not satisfactory. A letter along this line will establish confidence and help trade in all departments of your store. And it is safe to say that no loss will be incurred by the offer to duplicate catalogue house goods or exchange articles sold over the counter.

A third letter should contain practical suggestions for gifts to father, mother, sister, brother, the baby, and to friends at a distance. In a western farm home there are many household articles, such as lamps, cutlery, cooking utensils, labor-saving washing machines, etc., which will appeal as good holiday gifts. These, and such lines as safety razors, mirrors, skates, pocket knives, etc., should be suggested and prices quoted, just as they would be in a newspaper ad. Then an invitation to visit the store before the goods are picked over and an offer to hold any articles until the holidays could be added as a closing paragraph.

Mr. Marshall's plan is an excellent one, and if his follow-up letters are written in the same style as the first they will interest customers and sell a lot of goods. No attempt should be made to adopt anything but a natural style in personal letters or advertising matter. Write as you would talk over the counter and you won't go far wrong. Be natural and you will convince customers of your sincerity more than by making extravagant statements about this being "the greatest sale ever."

Hardware and Metal would like to hear from other merchants who have adopted similar plans to push holiday goods.—Editor.

Folding Baths.—Henry Giles, St. Jacobs, asks who manufactures rubber folding baths.

J. J. Turner & Sons, Peterboro', and the Folding Bath Manufacturing Co., Hamilton.—Editor.

Creamatory Closets— W. H. Kennedy. Alisa Craig, Ont., asks for the names of manufacturers of creamatory closets.

There is a creamatory closet on the market but Hardware and Metal cannot locate the manufacturer. The dry earth closet seems to be more popular for summer resorts and country houses. Two types of these are made by the Toronto Furnace & Creamatory Co., Toronto, and Kendrick & Co., Simcoe, Ont. The latter firm was referred to as Selkirk & Co. in Hardware and Metal last week owing to a typographical error.—Editor.

New Canadian Industry—Pow & Wilcox, Tillsonburg, ask what chances there are in Canada for a concern manufacturing portable forges, small drill presses, anvils, hammers, tongs and small tools. If there is a market for another concern in Canada making these goods Tillsonburg may secure the industry.

While there are firms in Canada making all of these lines there are also large quantities imported and if a new company entered the Canadian field and adopted a progressive selling campaign, with modern advertising methods, they ought to be able to capture much of the trade now going to foreign manufacturers.—Editor.

Advertising Specialties — A. F. H., Grimsby, asks us to place an order for him for a supply of yardsticks containing his ad. for distribution at the local fair.

Hardware and Metal is always willing to oblige readers by commissions of this kind. With our own offices in Montreal, Toronto, Winnipeg and Vancouver, our staff is able to locate firms whose addresses readers have mislaid or forgotten. —Editor.

Bargain Counter Goods.—R. H. Bradfield & Co., Morrisburg, asks where he can buy goods suitable for five and ten cent counters in hardware stores.

The hardware jobbers can supply many small wares and can assemble a large variety if required. Tinware, wire and lighting goods houses, such as the Kemp Mfg. Co., Toronto; McClary Manufacturing Co., London, Thomas Davidson Manufacturing Co., Montreal, E. T. Wright & Co., Hamilton, Ontario Lamp & Lantern Co., Hamilton, Rochester Lamp Co., Toronto, Canada Wire Goods Manufacturing Co., Hamilton, can help to make up a variety of salable goods to which can be added some of the staple lines and specialties marketed by paint and brush manufacturers.—Editor.

HARDWARE AND METAL

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A HELP TO RETAILERS.

A department of Hardware and Metal which has developed a great deal of interest amongst subscribers is the "Letter Box" column. A whole page is taken up in this issue and if indications are not misleading a page will be none too large a space in succeeding issues.

To retailers who desire to branch out by adding new departments, or to get in touch with manufacturers who market lines not usually carried by jobbing houses, or to readers who are confronted with any question or problem to which a ready answer is not available, the "Letter Box" offers a solution.

Merchants, bookkeepers, clerks, travellers, in fact anyone connected with the hardware trade, are invited to send letters for publication in the "Letter Box." Questions may be asked or comments made on any question already discussed or affecting the trade.

ADVANCE THE PRICE.

There should be no hesitancy upon the part of hardwaremen to advance the price of ready-mixed paints, following the recent advances made by manufacturers, as a result of the higher prices of raw material, due to shortage in crops.

Linseed oil is now double the price ruling two or three years ago, but the advance has been gradual and due to purely natural causes. And it is almost certain that higher prices will prevail during the coming year. White lead and turpentine, too, are advancing in price, with no apparent prospect of the market weakening.

If paint was a luxury, the price would have been advanced long ago. But it is a necessary staple, like sugar and wire nails, and the low prices on white lead has always kept the price of paint down to such a low point that dealers seem to consider it necessary to apologize if prices advance.

At one time people merely painted the fronts of their houses for decorative purposes, thinking they could not afford to paint the sides and rear. But the painted parts were found to be more durable than the unpainted parts, so paint became recognized as a necessity rather than a luxury.

People do not use less sugar when sugar advances in price, and the same applies to paint. Consequently, having come to the conclusion that the advance in price is warranted, the thing to do is to advance prices without delay, so that goods can be sold at their market value.

And when advancing prices the figures should be marked up sufficiently high to cover the advance in cost and retain the margin of profit previously obtained. For instance, where wholesale prices advance ten per cent., an advance of ten per cent. to the retail price leaves the retailer with a smaller margin of profit, whereas his cost of doing business is slightly increased, owing to the larger investment in stock.

Be fair to yourself and your competitor by advancing the price when the market warrants higher prices.

DEALERS SHOULD CO-OPERATE.

In a town in eastern Ontario two new schools are to be erected, and the contract for hardware will amount to a respectable sum. But it is said that the specifications are drawn up in such a way that the four local hardwaremen have a much poorer chance of securing the contract than a big Toronto hardware firm which makes a specialty of builders' hardware.

Here is a chance for the four local hardwaremen to get together and by presenting their case as ratepayers and their right to be placed on an equal footing with outside firms to have the objectionable features of the specifications stricken out. Whether the contract is handled individually or in a combined tender the local hardwaremen should use every effort to secure the business.

And the incident should be taken advantage of by the hardwaremen to get better acquainted and work together. The town is big enough for all and there is no sane reason for the various hardwaremen to be on anything but friendly terms. Yet there are men who have been doing a hardware business in the town for years who do not speak to each other—who pass each other on the street without a nod or friendly glance.

It pays to be on good terms with fellow business men, to carry the gospel of brotherhood into business, as well as home and religious life. It pays to think well of your neighbor and be well thought of by him, pays both in the satisfaction of mind and the profits resulting from friendly rather than unfriendly competition.

HEALTHY TRADE CONDITIONS.

Concurrent with the opening of the fall trade a very healthy financial condition is apparent throughout the country. In fact, seldom have prospects looked so favorable, not only for a good consumptive demand, but for a free circulation of money, so that trade can flow through its proper channels without any hitch in its progress. Not only are farmers collectively in very good spirits, for they now can tell approximately what their revenue will be from their harvest, but the banks feel that the country's finances and industrial conditions are in a very much stronger state, and are not so insistent upon gilt-edged securities, lending money more readily than they did. It is true that the old days of advancing money with very little regard to the strength of the proposition have gone by, and all the better so, but the financial institutions have withdrawn from the extreme course which they took after the panic of 1907, and are much more inclined to finance good commercial propositions.

In every direction there are signs that the financial strength of the country is at high-water mark. The various industrial concerns all report exceedingly good business. Various manufacturers state that their plants are working at full pressure, while, added to this there is a firm feeling all the way around that prospects were never better. Prices generally are exceedingly firm, and yet are not too high, and there seems to be a strong desire on the part of those responsible for the marketing of all goods not to disturb the consumptive demand more than can be helped by any advance in prices.

With conditions as they are, the consumer feels that he cannot only purchase with assurance the necessities that he and his family desire, but also many little luxuries he has denied himself in the past. The consumer generally spends freely when he has the money and believes that there are no hard times in front of him. The farmer, the industrial worker, the commercial man, all feel that they can at the present moment spend money freely to secure the necessities and luxuries which add so much to their material comfort.

At the same time, from reports which we have obtained, collections are coming in very well, indeed. Not only the jobbers, but the retailers, state that their clients pay their bills much more readily than they did, and that the general feeling of security as to future conditions

promises that money will come in even more freely in the future. One merchant stated that this time, compared with last year, he had less than one-third the number on his books, owing over $5, and that whereas at one time some delinquents required three or four letters and a very threatening one at the end to make them pay up what they justly owed, one letter now, or at the least two, seemed sufficient. Thus with money circulating well, the consumer, confident as to the future, was buying much more freely, and with bad debts being whittled down, the fall of 1910 has opened must auspiciously.

Retailer's Position in Credit Men's Movement

This New Association is Raising a Fund of $10,000 for the Prosecution of Fraudulent Debtors---Retailers' Opinions are Desirable---Important Items for His Consideration, such as Making Out Financial Statements to Mercantile Houses, Buying and Taking Discounts.

The action of the Canadian Credit Men's Association, with head-quarters in Winnipeg, in obtaining definite plans for the betterment of the wholesale conditions, supplies food for serious thinking on the part of all retail merchants in the country, and particularly in Western Canada. The stated purposes and aims of the Association are set forth in an article on another page of this issue and should be read with interest.

The point which, perhaps, is most interesting, is that the body have started a fund amounting to $10,000 (which will be increased according to requirements) for the prosecution of fraudulent debtors and unscrupulous persons. It is evidently the purpose of the association to secure recompense and punish wherever possible, those who issue fraudulent financial statements and issue worthless checks to creditors.

It would seem that our legislative facilities were much lacking, when a body which claims to be suffering from criminal actions on the part of debtors, are compelled to endeavor to have such laws enacted which will assist them to get redress. Just what the law is in this connection is not known but a committee has this matter in charge, and they are at present working out a definite line of policy. Not only would the sense of justice and honesty lead us to corroborate in a movement which makes for better business relationship, but the frank open manner in which the association are making the facts known, just as they are, deserves commendation.

The work as at present outlined by the association cannot be criticized from the standpoint of the retailer. A committee has been appointed to solve the legislation problem affecting business conditions. This simply means the prosecution of fraudulent debtors. If it means more than this, the facts will be, and ought to be made known to the retailer. To prosecute fraud, no retailer will object, and retail merchants everywhere hail with satisfaction such legislation as will clear their ranks of undesirables. To improve mercantile agency service, to establish a trade clearing house, and adjustment bureau, and to co-operate with the merchants to secure better fire insurance conditions, are all plans which are plainly constructive of a better commercial system.

It must be remembered, however, that to a certain extent the retail merchant should have a share in forming the plans for the future of the trade relationship between retail and wholesale merchants, between debtor and creditor. It is not the object of the Credit Men's Association to work out plans without the knowledge of the retailers. They welcome and invite consultation with the merchants as a body or as individuals, in making such changes as all alike must agree are necessary.

The wholesaler ought to be willing to admit that he himself may sometimes put a customer in an awkward position. He therefore must be careful whom he calls a fraudulent merchant. All merchants who fail to meet their accounts are not dishonest. The credit man is aware that the retailer should be concerned about direct legislation for his own benefit. But the wholesaler cannot do all the legislating. There are some things which the merchant himself must do in the matter of creating more secure business relationship with the wholesaler.

It is believed that the action of the Credit Men's Association will not only do much to benefit the retail trade either directly or indirectly, but will stimulate the merchants as a body to take action, for defence if need be, and in any case to better perfect the relationship between them.

It would seem that a sensible line of policy for the merchant to pursue would be to conduct his business in such a way so as to keep as far away as possible from the appearance or temptation of dishonesty. Many retailers could perhaps buy more carefully, and not allow themselves to be over-loaded with dead stock. Likewise the wholesaler might sell more carefully in order to keep away from trouble. But it is only reasonable that if anything serious ensues in the matter of quantity or stock, almost the entire blame should be laid at the door of the retailer. Again the merchant might endeavor to buy more directly for cash, which system would enable him to take his discount regularly.

These are only a few things that the retailer might do. It is to be hoped that the retailers as an association will co-operate with the wholesalers and as one seek to eliminate from the trade some of the present existing evils.

EXECUTING ONE'S PLANS.

It is a characteristic among men to be always going to do something. New hopes are formed and new castles ascend into the air but many are of the Spanish kind. The man who carries out his plans is generally a success while the other has something new almost every day or week but he never attempts to put anything into operation.

One is the man of imagination only, the other has not only the power to plan but he has the ability to execute. If a grocer gets an idea, the wisest course, if he has carefully studied the question, is to act upon it. Everything may not materialize as it is expected to do but when a merchant undertakes a scheme aggressively the disappointments are few and far between.

Act upon your plans; putting off until to-morrow is not a business principle.

MERCHANTS GOT TOGETHER.

A merchant tells the following story: "Not long ago, a family which has been trading with me for some time got offended because I asked them for the money they owed me. It amounted to $25. They transferred their business to another merchant in town. He came to me at once and asked me about them. I told him that they had owed me for nine months and when I asked for my money they quit. We both investigated and found they were not paying their bills. He shut down before his bill amounted to more than $3.00. They went to another, and he came to us and cut them off quickly. The family is running a bill in a small town several miles down the road now. We merchants get together and talk things over. Competition is good and active between us, but we believe in fair competition."—The Oregon Tradesman.

Personal magnetism rarely exists in the man with an unpleasant speaking voice. If your voice is not agreeable, train it.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKET BRIEFS.

Toronto.

Canada Plates—Advanced 15 cents.
American Coal Oil—Down ½c.
Spelter—Up ½c.

MONTREAL.

Sept. 30—There is little change in the metal market. Copper, while not altering in price responded to the slight sagging in New York, and was weaker in tone. Tin, smelter and lead were on the firm side. Bussiness is reported as being very good, and there is a disposisition on the part of the smaller users to buy more ahead in view of the higher freights later on. The firm tone in tin has caused large users to be chary of the markets, and the continued control of the situation in London by the bull party has somewhat upset calculations. There is no doubt, however, that large users are keeping back as long as they can in hopes of tin prices going back to their former level. The pig iron and steel situation in the States shows little change. There has been no severe slashing in steel prices as expected, and the market is on the quiet side at old figures. Pig iron prices are very soft, and agents in Canada are slashing figures considerably to get business. Domestic furnaces are reported to be pretty full up with contracts extending well into the new year. The situation in the Old Country seems about the same. Scotch grades are keping firm, and a slightly higher price is asked for future delivery.

Pig Iron—Business in imported iron is moving along briskly, and heavvy consignments will be coming into port before Nov. 20, or thereabouts. Prices are well maintained, and on Scotch grades a lightly higher figure is asked for future delivery. The low price obtaining in the States has caused some slashing to be done here, and agents are readily meeting buyers. This, while not affecting domestic business very much, is cutting somewhat into Old Country imported iron trade. Domestic furnaces report plenty of business on hand. We quote domestic—No. 1, $18 to 18.50; No. 2, $17.50, at furnace Middlesboro; No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50.

Tin—With the jobbing price maintained at 37c fair business has been done. The price is on the high side to many users after the much lower figures that they have been accustomed to lately, but as the metal is wanted orders must be placed. Some of the larger buyers are keeping back in anticipation of the bull party losing control in London and prices thus falling away, but it is not an easy matter to guess exactly what the London tin market will do. The operators have held up well even against consignments of tin being reshipped back to the Old Country.

Copper—Copper is somewhat softer in sympathy with New York, but no change is reported for jobbing lots, although good round orders get concessions. Trade is fairly good, and inquiries are slightly more numerous than they were. The situation in New York offers very little change. The market has its ups and downs, and is very susceptible to London speculative movements. At present it is experiencing a little backward movement. Buying is dull.

Spelter—Spelter is very firm, in sympathy with conditions in the primary markets. Trade is on the whole good, and some large sized orders have been placed. While St. Louis is practically stationary, London is showing higher figures, and the market is reported very firm with supplies held strongly. Higher local figures in spelter would not be surprising.

Lead—Lead is unchanged, both for domestic and imported. Trade is on the fair side with prices a little firmer than they have been. The English market has been showing higher figures, and the whole tone of the metal has improved.

Scrap—The market shows a better movement with buyers more numerous. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery scrap, No. 1, $16; stove plate $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

Sept. 30.—Trading is improving gradually and steadily. The undertone of iron and steel in general is hopeful, though jobbers and agents are pressing for orders and business. Small-lot orders are increasing and inquiries are more plentiful. Prices might be more satisfactory, but everyone is looking into the future and that is showing up better.

The cut on pig iron a week ago has eased off the market and helped bring about lower quotations outside. Locally the situation in iron is better than at the opening of September, though the easier prices might not make one think so.

Canada plates are still slow in delivery. English makers are said to be engaged on orders on which there is greater profit, hence the delay in filling orders which should have been in consumers' hands on September 1. One metal man at least thinks it may be that this is the last year in which Canada plates will be made in England for export. If so Canadian dealers will have to arrange for their make here in Canada, as these plates are not made in the United States; or else large sized plates must be imported and cut down for Canadian consumption. Canada plates are stiffer in price, and spelter, too, is going higher.

Pig Iron.—The lower prices of last week have brought about better trading. Business improved over a week ago and much better than at the beginning of the month. Canadian furnaces are still pushing for orders. Local quotations hold at $19.50 for No. 1, and $19 for No. 2, f.o.b. furnace, with 50c a ton added for local delivery. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Jarrow is $20.50 and Glengarnock, $22.50.

Spelter.—This metal is again going up. The advanced price shows higher by at least ¼c, the quotation to-day standing at 6c to 6¼c per pound. Big sales and lowering supplies are responsible.

Sheets and Plates.—Shipments are almost nil and deliveries are delayed in consequence. The making of more profitable lines has ousted Canada plates from its foremost place. Stocks keep on lowering, so much so that the market has advanced prices 15 cents this week. Demand is good.

Tin.—Business has developed more steadiness with the freedom of supplies. There is an easier tendency to the market although holders keep the quotation at 37c. Some fair sized orders changed hands at 35c this week. Trading is good.

Lead.—Demand is increasing every day. In fact business during the week has been excellent. Lead is rising in value. Some holders of Mexican lead in the United States are manufacturing the product in bond at New York and reshipping it to Europe, netting a good profit thereby while putting by tidy savings, from the effect of the tariff, on sales in the United States. Quotations are unchanged. Domestic is at $3.75 and imported at $3.80, last week's figures.

Copper.—The red metal has lost its spectacular side and much of its interest now that trading has steadied itself. There are still rumors of a ring and a curtailment of production, but the market shows up better this week, though the quotation remains at 13½c.

Old Materials.—Holders of stocks are getting pretty good returns these days at metal dealers and manufacturers are both open to buy supplies. Stocks in dealers' hands are growing and sales are of small lots only. Prices are unchanged. Dealers are offering for heavy copper and wire, 11 to 11½c; light copper and bottoms, 9¾c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Sept. 30—An active movement has been noticed in all lines, not only purely fall, but general ones as well, and it is evident that dealers are sorting up well for a strong consumptive demand. Booking ahead is not so heavy as it might be, and there is still the strong desire to order and take delivery of supplies at once. The trade is not speculative in character, but it is steady and well assorted. Excellent business is being done in guns, ammunition, and other sporting goods. Skates and hockey sticks are moving freely, but snow shoes are yet on the slow side.

Lanterns, lamp burners, cattle requisites, horse blankets, sleigh bells and other fall and early winter lines are all prominent. Stoves and ranges are feeling the cooler weather, while the strong movement in nails, bolts and nuts shows that repairing work is now going on actively. Cutlery has improved, due no doubt to the nearing approach of Thanksgiving Day, and the Christmas season. Enamelware is also a good seller, while boot calks and axe handles are showing much more activity. No important price change is announced and the market generally is firm and steady.

Seasonable Lines—Orders for fall lines are coming in much more freely. There is a brisk movement in sleigh bells, and horse blankets, also lanterns, lamp burners, chimneys, and weather strip. Snow shovels are also commencing to move. Carpet sweepers and general household lines are in very steady request, and form a good percentage of the volume of trade moving. Oil stoves are also active. The market has a firm tone.

Builders' Hardware—Builders' hardware continues to show good strength, and orders for well assorted lots are coming in from all over the country, showing that the consumptive demand is well distributed. The tendency all the time is for a higher grade of article. We quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Sporting Goods—There has been a strong call for sorting up purposes in guns, ammunition, cartridge belts, bags, knives, primers, and so on. It is evident that a good trade has developed for these lines. With the opening of the football season trade in balls and accessories has improved. Hockey sticks and skates have improved. Immediate delivery is being taken in many cases. Snow shoes are still rather on the slow side.

Bolts and Nuts—With construction work active and farmers fixing or intending to fix their barns and vehicles, the demand in bolts, nuts and nails shows good activity, and the supply seems just about equal to the demand. The market is unchanged, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware—With the nearing approach of the winter and higher freights, there is an increased call for heavy hardware, especially bar iron and steel. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each; and steam gauges, 35c to 80c.

Wire—There is a good movement in general wire lines. An improvement is noted in fencing lines. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $280; galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal; Coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots; plain wire, bright, annealed and annealed and oiled, $2.35 base; Staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Sept. 30.—Trading this week is hardly so good as last week; nevertheless it is steady. The last week in September is a sort of off week, a lull between the demand as a result of the Exhibition and the general call for seasonable fall and winter articles.

The market continues to show strength in prices, though no advances are noted. The goods mostly asked for are stable goods and farm and household lines. Lighting and heating goods are in splendid demand. Builders' hardware is having a great call where a specialty is made of this class of hardware.

Country buying is a little irregular, orders being placed conservatively. Stocks are fair and shipments are small, though frequent. Booking of wire cloth, poultry netting, screen hinges and harvest tools have opened, but there is no apparent rush to orders as yet.

Fall Goods.—Demand for seasonable goods s varied. Stable lanterns, house blankets and pitchforks are still active. Cow ties are selling better and there have been calls for churns. Some few dog muzzles are yet moving and field fence has been in fair call. The lines showing increase are those wanted in early winter—wire mats, foot warmers of all kinds, sleigh bells, horseshoes and nails, etc. Machine tools, oilers, metal polishes and glues are becoming more pronounced, as also is belting. Weather strips, axes, edge tools and lumbering supplies are showing more stir. Prices hold steady and an unchanging market.

Builders' Hardware. — Hardwaremen specializing in this department report bumper business just now. So many houses are being completed that owners and architects are hurrying on orders so as to have things ready before the cold weather. Uniform sets are going out in large volume locally. The country is ordering pretty well in stocking up varieties of shelf hardware. Butts, hinges, locks and bolts are prominent. Metal shingles, steel sidings and metallic ceilings are very active just now. Sheet metal workers are greatly in demand. Ventilators, too, are a wanted article. Prices all firm.

Household Goods.—Cutlery and alarm clocks are two of the most prominent lines just now. There are some opening inquiries for Christmas goods for presentation purposes, but sales are not yet to the front. Food choppers and preserving utensils still figure in orders, though not so much as a month ago. Waffle irons are something new for the trade to handle generally. Kitchen tin and enamel ware are moving more steadily now, and urns for tea, coffee and hot water are being prominently shown by some of the larger hardware stores. Washing machines, mops and general housecleaning goods are still moving along fairly well, as, too, are vacuum cleaners.

Tools.—Builders' tools are somewhat slow with the exception of glaziers' tools, which are particularly active. Booking by manufacturers for next year's trade is commencing. Auger bits are selling pretty well in country districts.

Heating and Lighting Goods—All kinds of heating and lighting goods are moving splendidly. Coal and wood stoves, ranges and furnaces are especially prominent, but there are as well a number of gas stoves going out locally and to natural gas zones. Coal oil heaters are gaining headway and charcoal for winter kindling seems to have taken hold. Lamps and chimneys are very seasonable just now and are being delivered in great volume. They figure in 90 per cent. of this week's orders. Wall and chimney thimbles and stove pipe are active. Wall and floor radiators are selling well. Gas controllers are being adopted more generally than for years past.

Heavy Hardware.—Bar iron is gaining ground, but pipe—particularly the smaller sizes—maintains its lead. Tank lugs for water and other kinds of tanks are much to the fore and there is a good, steady demand for rivets, bolts and nuts.

Sporting Goods.—Some late orders for shooting goods are still coming in. Football supplies are about done. Skates and hockey goods are showing up lively. Razors for Christmas are being booked and there is some inquiry for iron toys. Pocket knives are steady.

U. S. METAL MARKETS.

New York, September 28,—The Iron Age says the developments of the past week have not been calculated to stimulate demand for iron and steel products. The uncertainties in the outlook are such as the conference of several large manufacturers of steel, and the assuring statement which followed it, were not suffici-

cut to remove. Buying for immediate needs is the policy of consumers all along the line, and on their part producers are adjusting operations accordingly. It is a condition under which much of the business going will flow in the usual channels, few cases arising in which tonnage will be tempting enough to prompt a clash which would provoke retaliation.

The heavy lines with which last week's rumors of a price war were chiefly concerned have been quietest. The lighter products are fairly active. More inquiry has appeared for sheets and prices are firmer than in recent weeks, manufacturers more generally quoting 2.20 cents for No. 28, whereas 2.15 cents has been considered the market recently.

Pig iron is sagging. More business is being done for 1911, and the important development here is that the advance recently asked over prices ruling for early delivery is fading away. Some Northern furnace companies have sold for the first quarter, and even first half of next year, at very close to to-day's prices. With most Southern furnaces $11.50 for No. 2 for 1911 is still the minimum.

HARDWARE TRADE GOSSIP

Ontario.

The Chelmsford Coal Gas and Oil Co., Chelmsford, have obtained a charter.

C. A. Drumm has opened a new hardware store at Holstein, Ont., the building being 37x75 feet, of solid cement.

A permit has been issued to the Canada Metal Co., Toronto, for a $5,000 extension to their Fraser Avenue foundry.

Charlie Drumm, hardwareman at Holstein, moved into his new store last week. Eight hardware travelers went to the town to help him move his stock. The new store is heated by hot water, has a gasoline lighting system and is fitted with conveniences equal to hardware stores in a larger centre.

Quebec.

J. A. Dugas, Rawden, Que., was a caller on the Montreal hardware trade this week.

A. Laberge, St. Michel, Que., was noticed in Montreal this week, buying hardware.

V. Lebault, St. Laurent, Que., was a caller on the Montreal hardware trade this week.

A. A. Trisch, manager of the Ever-Ready Safety Razor, Montreal, was married last week in New York to Miss Mabel Kaufman. An extended trip to the south of the United States is being taken.

The Allen-Schofield Co., Montreal, has been reorganized. W. E. Boreland is now president and treasurer; W. Frank Murphy, vice-president; H. A. Clark, W. Bruce Taylor and R. J. Seale, directors. The company is in a better-equipped state than ever, and are manufacturing a full line of brass hardware for automobiles, motor boats, also castings for airships, candlesticks, builders' hardware, etc.

The death occurred on Sunday in Montreal of Charles Douglas Chown, who had been a resident of Montreal for several years, and was for some time on the circulation staff of the MacLean Publishing Co., in Montreal. Mr. Chown came to Montreal from Kingston, where he conducted a hardware business. He was connected with some of the wholesale hardware houses in Montreal. He was buried on Tuesday at Kingston.

C. F. Smallpiece, manager of the eastern branch (Montreal) of Taylor-Forbes Co., who organized the Montreal ex-members of the Q.O.R. to take part in the semi-centennial celebration in Toronto recently, and whose efforts were held to be largely responsible for the success of the trip, was presented this week with a handsome silver and cut glass tantalus stand from the Montreal members, as a token of their appreciation of his efforts on their behalf. The tantalus is a very fine example of silversmith's art. The case is oak, and the bottles are cut glass, all the trimmings being in silver. The case has a gun metal plate, bearing the regimental badge, and the colors are worked in enamel.

Western Canada.

B. McLaren has opened a hardware store at Calgary.

Lee & Thorvilson, hardware merchants, Delisle, Sask., have dissolved.

The Albion Iron Works Co., of Vancouver, is in voluntary liquidation.

F. Mallett has started a tinsmith business at McAuley, Man.

C. J. Lamier has started a plumbing business at Wetaskiwin, Alta.

James Stout is advertising his hardware business at Irricana, Alta., for sale.

C. H. Prest has sold his hardware business at Kelliher, Sask., to Kline & Lang.

J. Fleming of the Penticton Hardware Co., spent his holidays at Vernon, B.C., last week.

Rollefson Bros. & Co., hardware merchants, Hanley, Sask., have disposed of their business.

W. G. Duggan, hardwareman and electrician at Camrose, Alta., has sold his electrical business.

S. H. DeWolfe has sold his hardware business at Davidson, Sask., to The Pioneer Hardware Co.

D. G. Smith, harwareman and harness dealer, McAuley, Man., is succeeded in business by H. Parker.

The Radville Sask. Hardware Co. are erecting a new building to be used as a tinshop and addition to their hardware store.

Jos. J. Hewitt, who conducts a flourishing hardware business at Medicine Hat, was married a week ago to Miss Edith Lee at Orangeville, Ont.

Harold Anderson, traveling salesman for Alberta for Merrick Anderson hardware jobbers, Winnipeg, died of typhoid fever at Edmonton last week.

The Kobold Tool and Cutlery Co. have opened for business at 424 Main street, Winnipeg. A specialty is to be made of automobile supplies as well as silverware and heavy hardware.

After nearly two months' delay the tenders for garbage tins, 1,000 of which will be ordered at once, but 8,000 of which will ultimately be purchased, was awarded by the Victoria city council recently. The tender of Joseph Market at $2.70 was accepted.

United States.

Bing Bros., Nuremberg, Germany, manufacturers of metal and enamelled toys, kitchen furnishings, etc., intend establishing an American office at 377-379 Broadway, New York, under the management of John Bing.

BRITISH VISITOR ILL.

W. Willis Mitchell, who, for many years has been coming to Canada in the interests of Jas. Cartland & Son, Birmingham, has been in Toronto for the past fortnight. Mr. Mitchell was, unfortunately, taken very unwell in Montreal and had to spend nearly a month in the hospital under the care of doctors. Although in a very weak state he is still, with the assistance of his son, Vernon Mitchell, who was cabled for from the works, continuing his journey which has been delayed on this account.

Amongst his many patterns are many new examples of half furniture in Adams, The Georgian and Sherraton, as well as other periods, together with new log dogs, fire guards of all descriptions and fancy ware, consisting of handsomely made clocks, 30 hour and 8 day, made in antique copper, antique brass and other bronzes, also new examples of table and dinner gongs, fancy ink stands, some with finished oak fitments together with candelabra and candlesticks and writing paper containers constituting elegant writing suites. Also some very fine examples of English lock furniture together with many samples used in Canada.

The general run of hardware is excellently well kept up by newer patterns of window adjusters, Canadian casement furniture, store door latches in great variety as well as the well-known examples of Preston Improved fanlight openers, the convertible as well as the invisible. These three latter being their latest patents, all of which are well-known throughout the Dominion. The Cartland firm in their make of standard brass goods have, with the assistance of improved machinery and methods found it possible to reduce their prices, thus keeping well abreast of legitimate competition in their various productions.

A new illustrated catalogue is just off the press. This contains all reduced prices mentioned above. Same may be obtained, where not already sent, by wholesale houses or jobbers upon application to the firm.

News and Methods of Canadian Hardwaremen

St. John Hardware Firm Goes After Mail Order Trade—Parkhill Firm Uses Enterprising ideas in Developing Business—Chatham and Petrolea Merchants After Business at Fall Fairs—Plymouth Cordage Co. Holds a Fair—Fine Sporting Goods Window Display.

ENTERPRISING ADVERTISING.

St. John, Sept. 27.—T. McAvity & Sons have been doing some extensive advertising lately, large three-column ads. appearing in several New Brunswick papers, including the Sussex Record, St. Andrew's Beacon, etc. These ads. featured household articles, grindstones and tools, pumps, roofing, etc., and offered to pay freight, express or mail charges on orders received before October 15. A key letter was put at the bottom of each advertisement in order to trace results on mail orders received.

The same firm recently had a six-column advertisement in the St. John Telegraph, devoted exclusively to guns and rifles. Regarding the "Ross" sporting rifle (Model R) they said:

"The sportsmen can now procure a Canadian made rifle of the highest class, with the embodiment of every essential and desirable feature of the modern arm. The Ross Model "R" is handsome, durable and effective, and in appearance and general finish compares very favorably with very much higher priced weapons. Length of Barrel, 22, 24 and 26 inches. Cartridge, 303 British. Capacity of Magazine, 5 cartridges, $25.

IDEAS WORTH COPYING.

Parkhill, Sept. 26.—A. W. Humphries & Son, for several years past, have created a lot of interest locally by holding contests for the tallest specimens of wheat or corn, the largest pumpkin or potato, etc. In August, this year, they offered a prize in a tall wheat contest, more than twenty of the entries exceeding 5 feet 10 inches in height. Peter McNames presented a dozen samples 6 feet 7 inches high and from 3½ acres he thrashed 115 bushels of Manchester variety. Reuben Wilson reached 6 feet 4½ inches; Elijah Harris, 6 feet 1½ inches and Thos. S. Thompson, 6 feet 1 inch. Neil McKillop thrashed 450 bushels from eleven acres, nearly 41 bushels per acre. The farmers of Middlesex and Huron will, it is said, have three times the quantity of grain and farm stuff for sale this year than they had last year.

On September 10 they closed a tall corn contest, and the advertisement reproduced shows how they featured the contest in their store advertising. There were 30 entries in the corn contest, the tallest stock being 14 feet high, others being only one and two inches shorter.

These contests brought a lot of people and trade to the store besides causing a great deal of talk and advertising the store through the surrounding country. Regarding them A. W. Humphries says:

"We consider it about the cheapest advertising we can get and are well satisfied with it. The plan was entirely original with us as we never heard of any person doing it until we did it ourselves."

"We always keep a table of fresh water in the store for customers to drink," continued the former president of the Ontario Retail Hardware Association, "and a place for them to sit and rest as well as to put their parcels. We tell them to have all their purchases sent to our store so that they will be all together when they are ready to start for home."



Ad. Announcing Tall Corn Contest

HARDWAREMEN AT FALL FAIRS.

Chatham, Sept. 28.—Space at the Peninsular Exhibition, held here last week, was advantageously used by two local hardware firms.

Westman Bros. exhibited a full line of Jewel stoves and ranges, while an adjoining section in the main building was devoted to plows, express wagons and similar lines. A representative was on hand to distribute literature regarding the lines exhibited.

Geo. Stephens & Douglas made liberal use of space in the main building. In the inner circle an entire section was devoted to the pianos which form one of the important side lines of this hardware firm, this portion of the exhibit being in personal charge of George Stephens. In the outer circle another entire section was taken up, the lines shown being White sewing machines, automobile tires, chains and other supplies, portable bath tubs (a novelty just being introduced), cream separators, washing machines. In this section also was shown a handsome display of the Modern Malleable Range Company's ranges, manufactured in Chatham, which are handled by Geo. Stephens & Douglas.

The firms mentioned have been thus advertising through the medium of the fall fairs here for quite a number of years, which indicates that they feel that this method of advertising is successful. Stephens & Douglas state that

the fall fair exhibit brings them in touch with many new customers and that a number of direct sales took place on the grounds.

CORDAGE COMPANY HOLDS FAIR.

Welland, Sept. 25.—The Plymouth Cordage Company's third annual Fair was held here on Saturday. Bad weather caused a postponement of the sports until next Saturday. Cash prizes of about five hundred dollars were given. The exhibit of poultry, vegetables, flowers, cookery, fancy goods, canned fruit, etc., rivalled many county fairs. None but employees of the Cordage Company were permitted to exhibit. In addition to paying a large amount in cash prizes, the Cordage Company pay all expenses, everything being free. There were 561 exhibits of chickens, in addition to ducks, turkeys, pigeons and rabbits. The Welland Band attended. Valuable prizes were given for lawns, walks, yards, trees, vines, vegetables, gardens, flower gardens, kitchen gardens, poultry yards, fruit trees on grounds occupied by the employees.

FREIGHT SHIPMENTS DELAYED.

Halifax, Sept. 26.—There is practically no change of special note in the wholesale hardware business since last report. Some small orders have been completed, and outside of a light jobbing trade there is very little doing. Some of the dealers are complaining of delays in the shipment of their goods to coast ports. Just at this season of the year all the small steamers plying between Halifax and coast ports are crowded with freight before the close of navigation. Shippers have to be on the ground early to get their goods off.

The Dominion Iron & Steel Corporation are calling for tenders for the construction of seven large buildings, which are to be erected immediately at the plant in Sydney. These new buildings include a boiler house, machine shops, foundry, warehouse, oil house, carpenter shop, repair shop and finishing mill. The finishing mill will cover an area of four hundred square feet.

INVITED VISITORS TO STORE.

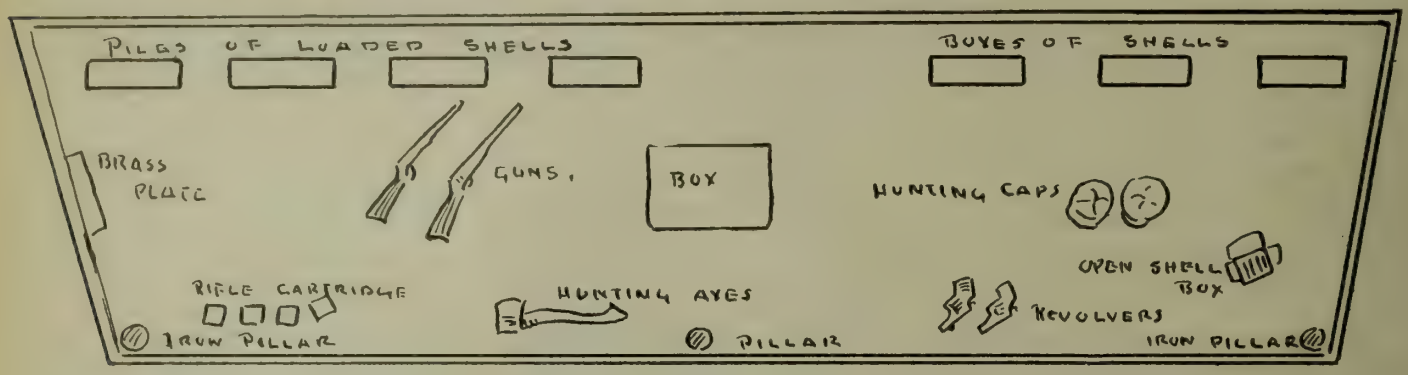
Petrolea, Sept. 26. — Van Tuyl & Fairbank had an advertisement in the local papers issued before the Petrolea fair showing a large cut of their store and inviting visitors to make the store their headquarters during the two fair days.

SPORTING GOODS WINDOW.

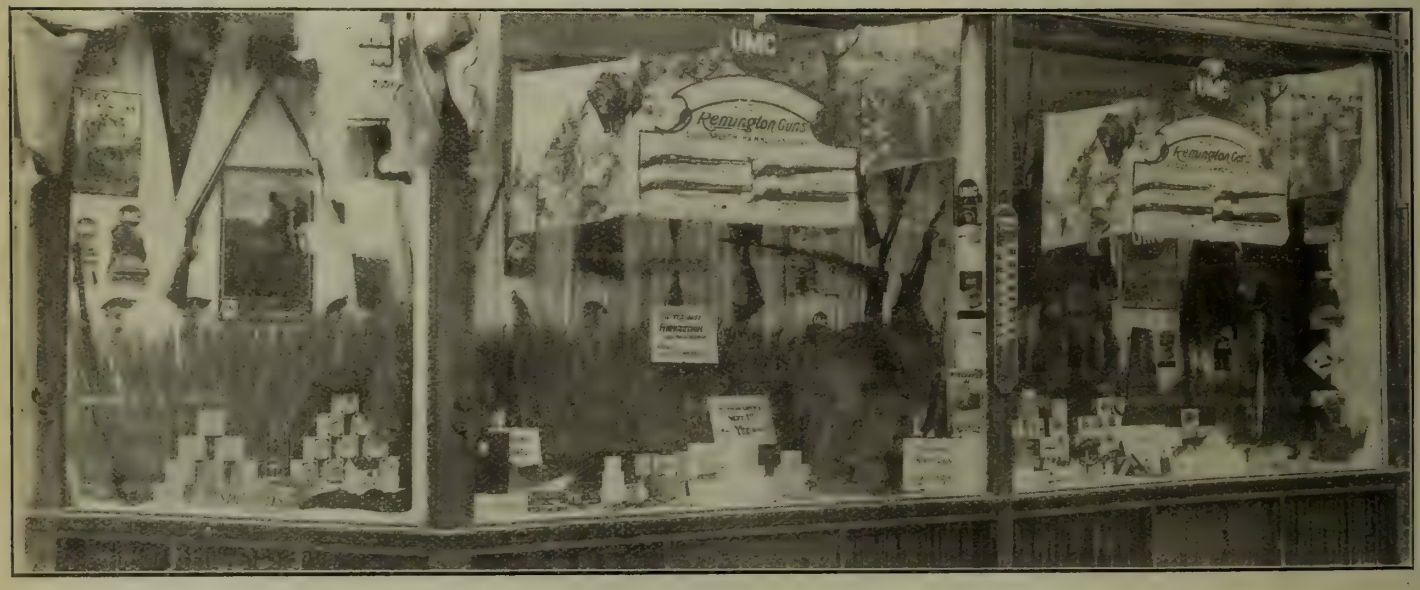
Winnipeg, Sept. 26.—A window which caused considerable comment and was the means of selling an immense amount of goods for the J. H. Ashdown Co., recently is shown in the accompanying picture. It was arranged by W. J. Illsey, who describes its preparation as follows:

"The bottom and background was of white cheesecloth, while suspended across the back was a row of penants. Below these and in an artistic commingling were hunting coats, guns, caps, vests and rifles and a liberal lot of hangers (Dominion, U.M.C., Winchester and Eley.) Along the back on window bottom were piles of loaded shells, gun cases, etc., and from these and graduated to the front were revolvers, game bags, sweater coats, hunting boots, revolvers, gun cleaners, etc. Along the background at the bottom, a row of rush grass provided hiding covers for hunters and in the centre on a box were a couple of hay suits."

As Mr. Illsey says: "Any ordinary hardware store carrying sporting goods can follow the layout shown in the photograph and sketch and arrange a good display."



Arrangement of Goods on Floor of Window.



Excellent Sporting Goods Window Display Arranged by W. J. Illsey, for J. H. Ashdown & Co., Winnipeg.

Stephens

Transparent Liquid Wood Filler

FOR PRACTICAL MEN

Does not crack or peel—needs no sand-papering—Fills perfectly and gives a coat equal to Hard Oil Finish. Can be used on any close grained wood.

The Most Popular Filler Made

Manufactured by

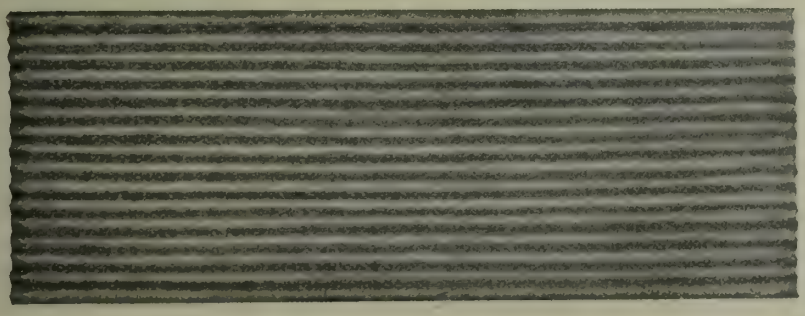
G. F. Stephens & Co., Limited

Winnipeg, Canada
Paint and Varnish Makers
BRANCH AT CALGARY, ALTA.

The Wise Western Dealer

avoids delay and inconvenience by buying from Western manufacturers.

Corrugated iron, painted and galvanized.



1¼ inch and 2½ inch corrugations, all gauges and sizes

Made in Winnipeg in our own factory.

Winnipeg Ceiling and Roofing Co.

Winnipeg - Canada

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Sept. 29,—A prolonged period of excellent weather has continued the building operations very briskly. Everywhere throughout the west the demand for nails, building paper, hinges, hooks, etc., is very heavy. At one time it was thought that the building activity would close down early on account of the possible money shortage. A prediction recently, however, of Vice-President Whyte, of the C.P.R., to the effect that a conservative estimate of over 90,000,000 bushels of wheat would be harvested in the west this year, has tended to brighten the business outlook considerably.

All fall goods are moving well. Finishing supplies are going out satisfactorily, and there is a good future ahead of this trade. Farmers are building fences at the present time and shipments of wire, plain and barbed, are very heavy just now. Fall trade in the sporting goods, particularly in ammunition, and guns, has been enormous. Hunters' accessories have also moved well, and the brisk trade continues. Yesterday, a local jobber received a large order for special Christmas sale. This means that the Christmas trade has already opened up, and it would seem that satisfactory business is going to be done for a wide range of holiday goods. Of the household goods that are moving at present, and the Christmas lines that will be in demand, cutlery will, no doubt, form a large part.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3,20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—22c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.75.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

An advance has been made on all paints of 20c, due to the continued stiffness of linseed oil. The oil market has strengthened all other items in the list and may advance others in a short time. The local output continues heavy, and as the season advances the demand for finishing supplies is very brisk.

Putty and Glass—The 40-cent advance of last week is strongly maintained on putty. The future depends upon the condition of the oil market. Both of these lines are moving well, and No. 1 grade plate glass is particularly in demand. Putty, in bbls., $2.90; cases, $3.15; kegs, $3.40.

Linseed Oil—Last week's price of $1.15 for raw and $1.18 for boiled continues very firm. The 70,000,000-bushel shortage of seed in U. S. may make higher prices very soon. Higher prices are being paid for seed.

Turpentine—There is nothing new to report in turpentine. The figure is very strong at $1.05, and an advance is confidently expected.

Varnishes—The output is enormous in all interior finishings. Household supplies are going out well and will continue for some time.

White Lead—A good trade is going on at $5.75 to $6.25, according to brand.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

ARMS AND AMMUNITION.

The Ironmongers' Chronicle, Birmingham, England, has issued a booklet, entitled "Arms and Ammunition," retailing at sixpence. It is a reprint of a series of articles written by Dudley Wilson, for thirty years connected with the gun trade in England. Practically every phase of the manufacture, repair and sale of fire arms and shooting materials is dealt with interestingly by a writer with expert practical knowledge.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.

A Good Fall Seller



MORE Inside Floor Paint is used during the Fall than any other time of the year. It is the logical time of the year to paint inside floors and make them attractive, for we spend most of time indoors during the Winter months. Nothing improves the general appearance of the interior so much as nicely finished floors.

SHERWIN-WILLIAMS INSIDE FLOOR PAINT

is made expressly for finishing inside floors of soft wood where a painted finish is desired or necessary on account of the worn condition of the floors. It is easily applied, dries over night with a hard gloss, and has great durability. Inside Floor Paint can be relied upon. You need have no fear in recommending it. It will reflect credit upon your entire stock.

THE SHERWIN-WILLIAMS CO. 959

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.



THE BURLAP SEASON

is here—are you prepared to take care of the orders? If not, order a stock at once or send for one of our sample books.

LIN-UNA, BAS-KA-NO, WINNIPEG DYED BURLAPS.
SIZED, OIL-COATED, PLAIN, PREPARED CANVAS, MUSLIN, ETC.

The Winnipeg Paint and Glass Co., Limited

EDMONTON **WINNIPEG**
THE CALGARY PAINT AND GLASS CO.

Trade Conditions in the Mother Country

Output of Factories is Reaching Record Proportions — Export Trade Expanding—Fuel Growing Cheaper—A Black Spot is the Unrest in the Labor World—Tinplates Booming — American Railroads Inquire for British Railway Material.

Sheffield, Sept. 20.—The state of the iron, steel and hardware trades continues to improve. Steel branches have more work on the books than it is possible to execute in the specified time. The output so far has been very heavy, and the prospects are exceedingly bright for the remainder of the year.

The brightest branch of all is in armaments, guns and war material generally. Some Sheffield firms have two years' work in prospect. The Admiralty has given out a number of further orders and there is no doubt that these departments will prove to be exceedingly profitable.

Next in order of activity, are the special steel branches which are busier now than they have ever been. Small fortunes are being made out of special steels; and the wonder is where all the product goes to. Certainly a good deal of it is exported to the continent, Canada and the United States. When the improved high speed steel was invented, the general prohecy was that it was of such a lasting and durable character that renewals of supplies would be seldom made. Certainly renewals are not so soon required, but this has not restricted the growing demand for Sheffield high speed steels, which are acknowledged to be the best produced.

Nickel and other special steels used in the manufacture of motorcars and aeroplanes, are also in big request.

Cheaper Fuel.

Undoubtedly we are in a period of cheaper fuel. It has been discovered that the coal measures are workable to the East, possibly to the coast. Already many new pits have been sunk, and coal found in enormous quantities. Owners of new pits scarcely know what to do with the output, and in some instances many thousand tons of coal are stacked at the pit mouths.

The workings in the older pits are in some instances a mile and a half from the shaft, and as under the new Coal Mines Act, the miners are paid "from bank to bank"—that is from the time they descend the shaft to the time they ascend—it follows that the production costs are much heavier in the old pits than in the new where the men can start work directly they get down the shaft.

The new pits are thus in a position to make a cut in prices to get into the market, and this they are doing. The very heavy tonnage, particularly in Yorkshire, will undoubtedly keep down prices for a very long time.

Then, too, coal has been found in the Lincolnshire iron ore fields, and this should tend to cheapen the price of pig iron when the coal is worked.

A Black Cloud.

No sooner has trade improved than there are clamourings from all sections of workers for increased wages. In the trade unions are many who do not enter upon any demand for increased wages. in a diplomatic spirit, but threaten a strike if the demands, however unreasonable, are not conceded.

There are so very many trade unions — each of which takes into membership a handful engaged in a section of a trade — that a few unruly and never-satisfied members in each, produce a constant succession of disputes in sections of trade. Employers' federations have revolted at this, and one result of this is the lock-out of boiler-makers. If continued, this will paralyse the whole of the shipbuilding trades. There are, however, prospects of settlements.

There is also a dispute in the South Wales coal trade, and another in the Lancashire cotton industry. A Yorkshire colliery dispute has been settled, and the Sheffield moulders, after protracted negotiations, have been given an advance of a shilling per week, instead of the two shillings asked for.

If something is not done to check the power of the Socialists in trade unionism, a very unhappy state of affairs for industry, labor and capital, will undoubtedly ensue.

Rails for America.

Good news has reached railway material makers in the shape of inquiries from two United States railways for rails and fish-plates. It is believed that good orders will follow, inasmuch as American railroad managers are dissatisfied with the quality of the material procurable in the States. A year or two ago, Edgar Allen & Co. supplied to the Hudson River Railway a quantity of manganese cast steel rails and they have answered very satisfactorily.

The Silver Trades.

A few extracts from an article by Mr. Arnold T. Watson published in the British Association handbook will not be out of place. Speaking of the silver trades he points out that Sheffield is one of four cities in England at which an office now exists, authorized by Act of Parliament, for the assaying and Hall marking of silver articles.

Tinplate Activity.

There has been no relaxation of activity in the tinplate industry, quotations all round having been further advanced, while numerous demands have yet to be satisfied for near delivery, which but few works are in a position to consider. Bessemer cakes 20 by 14 are now quoted 13s 9d to 14s and oil plates 14s 6d to 14s 9d per box f.o.b. Wales. There now appears to be some difficulty in Wales to secure enough labor to keep all the mills running at full capacity. With the further plant extensions going on in Wales production towards the end of this year is likely to be increased materially, but there is now more than enough to do to keep pace with the execution of orders on hand, so that there is but little possibility of any material action this side of Christmas, while most works have already placed the bulk of their output up to the end of December. There has been, too, a considerable accession of business for execution in the early months of next year, which has made makers reluctant to consider new demands except at advancing prices.

The marked shortage of plate for near delivery, partly due to the existence of short contracts among merchants in face of a renewed demand on Eastern account, is responsible for the substantial premium now realized for prompt shipment. A temporary falling off of inquiries from certain sources has usually been more than offset by new demands from elsewhere, and the works are so strongly situated as to pick up whatever they please in the way of fresh orders. Purchases have relaxed on German account for the moment owing to the higher terms, but on the other hand South Africa has been in the market, while a large business is now again looked for in oil plates for the next few months to cover Transatlantic trade requirements.

Remarkable Growth.

The Board of Trade returns for August show that British exports reached a total of £38,638,883 an increase of £6,524,183 compared with August 1909 and of £8,296,207 compared with August 1908. The increase on the eight months was no less than £37,076,493 so that really we are a month's trade ahead of last year.

Trade with Canada has increased by leaps and bounds. The Dominion took hardware last month of the value of £6,661, compared with £3,881 in August, 1909, and £3,797 in August, 1908.

The cutlery total improved from £9,005 a year ago to £14,572. Compared with August, 1908, the trade is now three times the volume.

Canada took 78 tons of pig lead last month, 18 tons more than in the corresponding month of 1909, and 52 tons more than in August, 1908.

The increase in trade in steel bars and angles was very striking. The total ran up to 4,282 tons, nearly four times the 1,203 total of August, 1909, and over five times the weight sent in August, 1908.

Tinned plates and sheets totalled 2,799 tons, compared with 1,211 tons in August, 1909, and 990 tons in August, 1908. The eight months' total, strange to say, fell to 16,882 tons from 18,131 in the corresponding eight months of 1909.

Apart from this little setback, there is ample evidence in the returns that not only with Canada but with very many other markets of the world, a much bigger trade is now being done.

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for the best quality.

A. C. LESLIE & CO., LIMITED

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NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

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NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Do YOU Endorse our Policy?

The splendid victory for price maintenance and profit assurance won with the help of the retailers has strengthened us even more strongly in our determination to maintain the high quality of the

Iver Johnson Safety Automatic Revolver

Maintaining the price, we can keep it the finest revolver in the world.

Maintained quality is your customers' protection and yours. It safeguards your reputation and your profits.



The Iver Johnson is a **ONE-PRICE REVOLVER.** We play no favorites. Big dealer or little dealer, the same fair, honest treatment for all. This has been and always will be our policy.

Don't you, Mr. Dealer, endorse such a course? Then, why not stock up at once?

Iver Johnson Arms & Cycle Works

Factory and General Sales Office, - 330 River St., Fitchburg, Mass.

New York: 99 Chambers Street.

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



THE SECRET OF GOOD IRON IS IN THE HEATING.

SELL

London Bars

They will be found to meet every requirement of your trade, because they are uniform in quality and reliable.

They are genuine trade builders for every hardware-man.

Sales Agents:

Baines & Peckover
Toronto, Ont.

Bissett & Loucks
Winnipeg, Man.

LONDON ROLLING MILL CO., LTD.
LONDON, CAN. Ⓑ

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Hardware business; turnover $30,000; 75 spot cash; well situated in rapidly growing western city. Lease two years and half to run, $200, $225, and $250. Stock $8,000. Cash $4,000, balance arranged. Box 1038, HARDWARE AND METAL, Toronto. (44)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

ARTICLES FOR SALE

FOR SALE—Second-hand 20 h.p. boiler and several tinsmiths' tools. Particulars on application to THE W. W. CHOWN CO., Limited, Belleville, Ont. (40)

FOR SALE—Files, assorted sizes; carriage bolts, tinners' rivets, Taylor's fire-proof safe, at bargain prices CHAS. BURKHOLDER, Tillsonburg, Ont. (37tf)

FOR SALE—Eighty furnace registers at 60c. on the dollar; five Keystone and Archer gas, furnace burners at 40c. on the dollar; four Eastman fire extinguishers, each net $8; lot of damaged sheet steel, different sizes and weights, at $1.25 per 100 lbs. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE—All in good order, at bargain prices—8 ft. Shear foot power; No. 26 Press foot power; large circular Shear; No. 2 Double Seamer; No. 75 Lever Punch Press; Emery Wheel Frame; hand power Drill; Stove Pipe Mandrel; large Mandrel, 6 heads; Setting Down Machine. TELEPHONE CITY STOVES, Ltd., Brantford, Ont. (40)

FOR SALE

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

SITUATIONS VACANT

HARDWARE CLERK—Must be temperate and good stock keeper. One capable of taking charge if necessary. State age, experience and salary expected. FRANK A. CHILD, Matheson, New Ontario. (47)

THOROUGHLY experienced hardware salesman for hardware and cutlery department of a large departmental store to act as assistant manager. One familiar with hardware, cutlery, graniteware and woodenware. State age, experience and salary expected. Address, A. E. REA & CO., Ltd, Montreal. (40)

WANTED—Tinsmith, with some knowledge of plumbing. Steady work to good man. Wages $2.75 per day. Apply, stating experience and earliest could come, Box 1036, HARDWARE AND METAL, Toronto. (40)

WANTED—Good general tinsmith at once. Steady job. Apply, stating age, experience, if married, and salary expected. Must be sober and reliable man. Box 1037, HARDWARE AND METAL, Toronto. (41)

WANTED—Hardware clerk, with three or four years' experience. Apply, stating experience, age and salary expected, to A. G. DOBBIE & CO., Brockville, Ont. (40)

WANTED—First class tinsmith. Must be good on furnace work. Steady job for right man. State years of experience and wages expected. Married man preferred. E. S. HUBBELL & SONS, Thamesville, Ont. (40)

SITUATIONS WANTED

CATALOGUE EXPERT. Would like to hear from any Hardware Dealers in Canada who desire having prepared Catalogue, Christmas or Spring Dodgers. Write to Box 1035, HARDWARE AND METAL, Toronto. (40)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR FILING PAPERS, LETTERS and vouchers, fastening bulky envelopes or backing statements the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)



No. 28

KEEP AFTER FALL TRADE.

Now is the time for a good window display. Let the district know that you are carrying a complete stock with colors that probably it had little idea existed in liquid paints. There is a very vague idea amongst many people as to the range of shades now produced by the manufacturer. Delicate tints and yet most durable and economical ones, that are made are really wonderful, and many a customer would be tempted to buy if he or she knew that a certain shade could be procured in ready mixed form. A customer in a store was overheard to say the other day while looking at a color shade, "I had no idea that so many pretty shades could be procured," and there is no doubt that a large majority of the probable paint users throughout the country are similarly ignorant.

It is very bad policy to keep the paints in the background. They need as much display as other lines, probably more so, because every passerby knows that the hardwareman carries saws, but he does not know that the merchant has a window green, or an oak varnish stain that is exactly the color wanted for certain work the observer wants to do. Therefore the paint stock must be displayed prominently, and in that display be sure that a good idea is given of the extent of the different colors carried. Give every color a chance, for a green might swing an order where a maroon, or a white might have no effect and vice versa. Especially is this so in household specialties where matching is very important to the consumer.

In the same way a salesman should show a customer the full line of colors and not be content to pick out a certain one and sell this, for if the customer finds out afterwards that the merchant had a color that would have suited much better the selling methods of the store are condemned, and rightly so.

Of course, as it has been pointed out before, care must be taken that colors are not shown that for the time being are sold out, for then the customer is disappointed, and this hurts the store. If the merchant knows that the color is not in stock and prefaces his remarks by stating the fact but that the paint can be procured for the customer, the latter is then prepared, but even at this the danger is run of the customer liking the color so much as to decide to try to get it at another store and thus avoid delay. The great mistake, however, is to sell a customer a color only to find out that there is none left in stock. This is where the harm is done the store.

Both by the window and the interior paints should be well displayed. Fall painting is starting. The weather is just right for the job, and people are generally feeling good. The winter must

ELASTILITE

"No Varnish Like It"

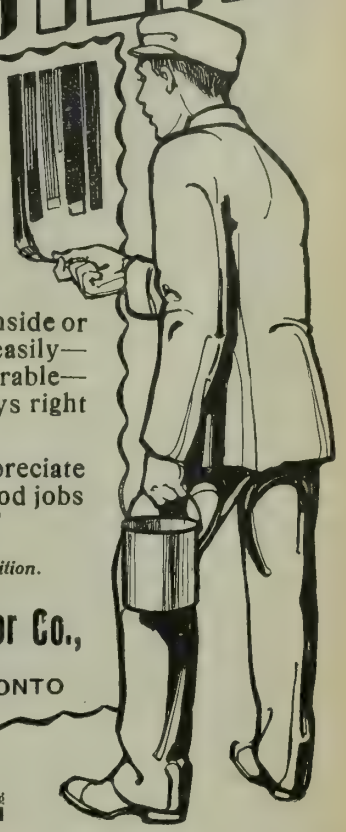
ELASTILITE certainly is **the** all-purpose Varnish—it's made for people who want a good Varnish at short notice, for any kind of work, inside or out. Flows freely—brushes easily—dries well—is extremely durable—has a beautiful finish that stays right on the job from first to last.

Specially good for Hospital, Institution and other high-class trade.

Your trade will appreciate ELASTILITE—"good for good jobs—not bad for the other kind."

Write for price list and special proposition.





Imperial Varnish and Color Co.,
LIMITED
Morse Street TORONTO

Stocks at 108 Princess Street, Winnipeg and 550 Beatty Street, Vancouver



Carpet Tacks

Now is the time to sort up your stock of Tacks. We make all kinds.

M.R.M. Tacks are made from high-grade material. Heads are well made and uniform. Points sharp and clean cut.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

be prepared for The farm outbuildings and the farmhouse itself must be rendered secure against the snow and rain. There is nothing better than paint for this Houses all over the country should be made to look spick and span inside so that the long winter evenings shall pass away amidst the most cheerful surroundings. There are plenty of reasons why painting should be done this fall. Merchants should show this by their window display. A window is a great means of inducing people to make up their minds to buy.

PAINT AND OIL MARKETS

MONTREAL.

Montreal, Sept. 30—For the time being there seems to be a cessation in paint and oil advances, and the market has a quieter tone. There is, however, no let up in the tension on linseed oil and turpentine, and holders are keeping tightly to supplies. The bullish tendency generally has brought the white lead grinders more into line. White lead has been selling not far off cost. The prevailing price for pure white lead for large lots in the United States is around 7½ cents, in a coutry which produces its own dry article, expresses its own oil, and manufactures its own grinding machinery, thus cutting cost all the way round, and still white lead has been about $2 per 100 lb. dearer across the border than in Canada.

Trade generally is very good, and despite the disturbance of advancing prices, orders for all lines are coming in steadily. The fall movement has opened out most promisingly, and makers and jobbers seem satisfied with conditions.

Turpentine—The market is very firm, prices continuing to have an upward tendency. The primary markets report a bullish feeling, and supplies are strongly held. Notwithstanding the higher prices an active demand is reported at $1 to $1.02.

Linseed Oil—Naturally great caution is being shown in buying, but still the needs of the consumers are causing steady trade to come in. There is no relief in the tension, and the trade has made up its mind not only to face with equanimity present prices but even higher ones. Some jobbers report little linseed on hand while those who are in good supply are not keen on selling too much at a time. There is no change in prices generally although some holders have advanced prices a cent or two. We continue to quote $1.08 for raw and $1.11 for boiled.

White Lead.—White lead grinders are more on a line with each other, and since the meeting in Montreal last week a much firmer tone seems to be shown, there being more harmony all the way round. For the time being the advance last week does not seem to have checked the demand. In view of the close of navigation and of higher freights in sight a good call is noticed in white lead, red lead, litharge, and lead products generally. We quote white lead $6 to $6.50 according to brand.

Varnishes and Japans—Stimulated by the advanced prices in turpentine there has been very active shipment in varnishes, finishes, stains and enamels. All the varnish catalogues are being revised and from 5c to 15c and even more is anticipated in some lines. Bulk varnish is showing great stimulation the large factories buying freely.

Putty—The advance of 15c in putty only natural in view of the higher figures prevailing for linseed oil does not seem to have as yet checked the demand and heavy orders are reported especially for the boats. We quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Sept. 30.—Enormous business has been done the past week in white lead. A good many of the orders running from one to four tons and totalling between 20 and 40 tons at each of the several Toronto warehouses.

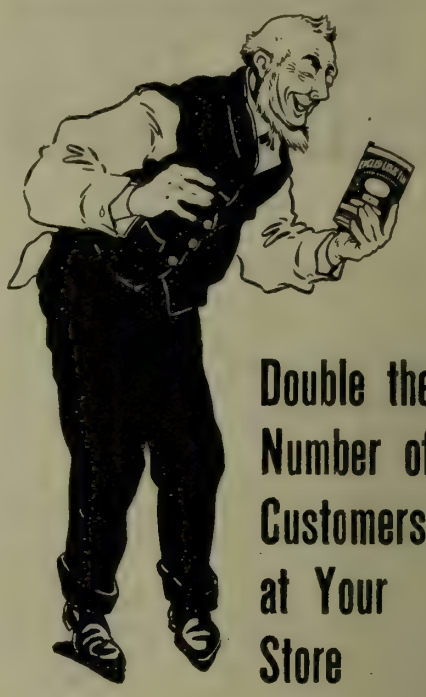
The high prices in general lines has called a halt in present trading in other paint goods, but the consuming public appears to have taken the advanced prices reasonably and as a matter of course.

Demand for seasonably lines is good at the hardware stores and jobbers state they are satisfied that stock buying will improve before another month goes by.

Linseed oil and turpentine continue to firm up. In fact, though no further price advances are noted, the market is stronger than a week ago.

Turpentine—The price is stationary in the States of Florida and Georgia, making the cost in Toronto the highest known for years. The selling price to hardware merchants remains the same as last week but as there is no accumulation of turpentine at the shipping points in the southern states the probabilities are for some slight advances from now until the month of April. There is still a fluctuation in quotations running from $1.01 to $1.03 a gallon for single barrels. The tendency is toward the higher figure, though, most of the houses quoting that price.

Linseed Oil—There is no change apparent in future prospects. The cost of linseed oil for 100-barrel lots laid down in Toronto is now at the same price as the jobbers are at present charging for five-barrel lots to merchants. Flaxseed advanced another few cents in Chicago during the past week, and there does not appear to be any reduction likely from either of these two points in the near future. Crushers of linseed oil in Canada are still supplying their customers for present delivery, but have no large stock on hand, consequently, they refuse to book orders for



Double the Number of Customers at Your Store

In your city there is doubtless a fairly constant amount of house-painting done by a fairly constant number of people.

Anything that will make two paint users spring up in place of one means more money for you.

B-H. "English" Paints

accomplish this result, being a thoroughly satisfactory line of mixed paints at very little higher prices than are charged for ordinary kinds.

The base used is 70 per cent. BRANDRAM'S B. B. GENUINE White Lead, and 30 per cent. Pure White Zinc, to which are added other ingredients of the purest quality. We are the only Canadian House allowed to furnish B. B. GENUINE, the world's standard White Lead.

Write for prices on B.-H. "ENGLISH" PAINTS and hints to dealers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

PURITY WHITE LEAD

GROUND IN PURE REFINED LINSEED OIL

MANUFACTURED BY

CANADIAN OIL COMPANIES LIMITED

TORONTO

HALIFAX · ST. JOHN · MONTREAL · OTTAWA · HAMILTON · LONDON

WINNIPEG · CALGARY · EDMONTON

A New Label ***That's Black***

A New Package ***That's White***

Good Old-Fashioned White Lead

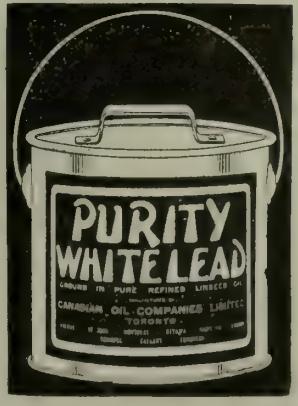
That's Pure

Two Good Reasons Why You Want "Purity" Lead

Your Own Good! ***Your Customers' Good!***

Have us tell you more about it—write to-day

Known by the White Package



SPREADS EASY

SPREADS FAR

the future and for the next few weeks the market is very bare in all directions so that prices are sure to be maintained. If any large quantities should be called for the price must advance still further. Some of the local jobbers have refused to quote, saying they have no oil for sale. While single barrels of oil may yet be had at $1.07 and $1.10—last week's high quotation—the situation is stronger locally and prices are generally firming around $1.09 and $1.12 for single barrel lots.

Rosin—Reports from Savannah this week state that the stocks of rosin held there are just half what they were a year ago at this time. There is consequently a continued tightness to the market. "G" rosin is at $3.25 per hundred pounds in barrel lots of 500 pounds.

White Lead—Splendid sales of white lead have been made since last report. Another advance seems likely in November. The elimination of "No. 1" lead and the agreement as to "Government standard" has done much to make the situation more steady and satisfactory. Ton lots of "Government standard" white lead stand at $5.65 f.o.b. Toronto, with 25 cents a hundred more asked for less than ton lots. Private brands of genuine run at least a dollar above these prices.

Red Lead—This line is unchanged in price or condition. In common with other paint lines, red lead is this week selling slowly. Genuine in casks is at $5.75 per hundred, with No. 1 at $4.25.

Putty—The new prices have not stirred up trade to any great extent, but the higher quotations were expected and the trade is satisfied. Bulk in barrels is at $2.20; in 100-lb. drums, $2.45; bladders in barrels, $2.70; in 100-lb. irons, $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs., cased, $2.80. Special putty prices are 10 cents below these figures for like quantities, and pure putty 35 cents higher.

Glass—Business is passing in good volume. The higher tendency of the paint market has made glass firmer, though it is not likely from present indications that advanced figures will be quoted.

Petroleum—The strong feeling apparent a week ago has not continued. In fact an easier tendency has developed and some lower prices are asked. Canadian prime white is still at 13 cents a gallon, but ½c has been clipped from American Water White and Pratt's Astral, these lines now being quoted at 14½c and 17c.

Benzine and gasoline, too, are easier by ½c, being now quoted at 16½c and 18½c, respectively.

FALL PAINTING.

This fall should prove a bonanza for the paint dealer. The weather has been unusually severe, the early spring was followed by a frost and excessive moisture, this in turn was followed by a very dry, hot summer.

The first dry, hot spell opened the pores of the wood so that the frost and moisture which followed penetrated to the inmost depths; then came the hot, blistering summer. Wooden structures of all kinds will suffer more severely this winter than they have for many seasons if they are not sheathed properly.

Lay these facts before your trade and show them the great saving they will make by painting now before snow, ice and frost work further havoc on their property. The damp spring and early summer prevented and delayed painting in many parts of the country Show them that painting should and must be done now before the damp weather commences.

RED LEAD PAINT.

There is very little red lead priming done in this country on wood, but it makes a good primer, just the same. It not only dries of itself, but that it imparts its drying qualities to the coat of paint that is applied upon it. It would seem, therefore, that when we prime with red lead paint, whether on wood or metal we should put very little japan driers in the paint over it. The addition of some lampblack to red lead paint retards it too quick setting or drying, and at the same time assists the oil in holding up the heavy red lead. Bridge painters like to add considerable lampblack to the red lead for the finishing coats, for this gives a very pleasing brown shade and holds up the paint in the pot quite a while. The great bugaboo with red lead paint is, of course, its habit of settling, in which respect, however, it might very well serve as a good example to certain slow-going mortals.

COVERING CAPACITY OF PAINT.

There is no standard for the spreading rate of paint in actual practice, but a paint that is in condition for ordinary painting can readily be brushed out to cover 1,200 square feet of a fairly smooth surface to the gallon of paint. Indeed, in most cases, if not spread out at this rate, the paint will run. A railway company advertised for a paint for structural iron, to be made from pure white lead tinted with best ochre and black, to a light greenish-drab. It was to weigh 16 pounds to the gallon, and to cover up solidly in one coat not less than 675 square feet of structural iron. The best of the paints submitted, when brushed out to the utmost, covered only 566 square feet, the lowest one on the list covering only 512 square feet, and the films of paint in all cases were such that a second coat of paint was necessary. In practice we find that a good lead and oil paint, one that will not run on a vertical surface, applied to a hard, non-absorbent surface, will not cover over 650 square feet of surface. A gallon of paint, made from the best lampblack, will carry more oil than any other pigment, and even this will not cover properly over 1,000 square feet, one coat.



The charm of the

Canada Paint Co.'s

Paint

Is its beauty and its strong stand against WEAR and WEATHER

These qualities are to be found in GENUINE PAINT only— for instance, that of the CANADA PAINT COMPANY. There are a number of disappointing imitations, but all reputable hardware shops sell the PAINTS, VARNISHES and manufactures of the

Canada Paint

COMPANY

Limited



Window Glass



Many dealers do not recognize what good profits are made from the sale of Window Glass.

Just now Window Glass can be bought low and the prices for retail being well established the profits are high.

We have a splendid retail list showing the prices for retailing glass, that will be a help to all dealers.

We have just received enormous stocks of

Star Glass
Diamond Glass
Double Glass
26-oz. and
32-oz. Glass
Enamelled Glass
Colored Glass

We advise all dealers to look over their stocks. Now is the time to sort up when prices are low, and you are sure of having your assortment complete. The demand is very heavy, and it will be a case of first come first served for the best assortment very soon.

We are ready to quote or to ship.

A. Ramsay & Son Co.
Established 1842
Glass Dealers
MONTREAL

NEW ERA PAINT

The **Paint Profit Problem** has been solved by the Hardwaremen who handle NEW ERA PAINT.

"New Era" Paint covers more surface, holds its color better andlasts longer than any other prepared paint, and invariably proves an honest satisfaction-giver. Here's a line for every up-to-date merchant —a line that pays well to handle.

WRITE FOR PRICES

Standard Paint & Varnish Works Co., Ltd
WINDSOR
ONT.

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

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LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features:

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it. Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.



INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Berlin Brussels
N B All goods are sold in Imperial Measure Packages.

THE
Dougall Varnish Co.
LIMITED
Montreal : : Canada

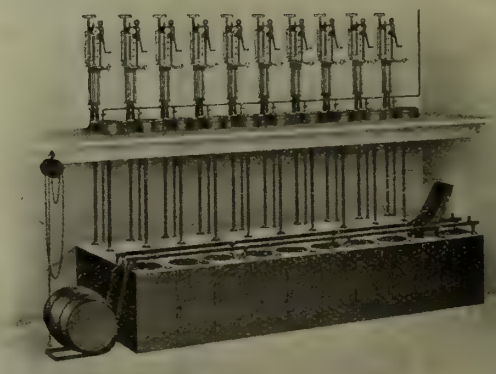
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OF FINEST QUALITY
FOR

RAILWAYS PIANOS CARRIAGES
BUILDINGS FURNITURE WAGGONS

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LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.



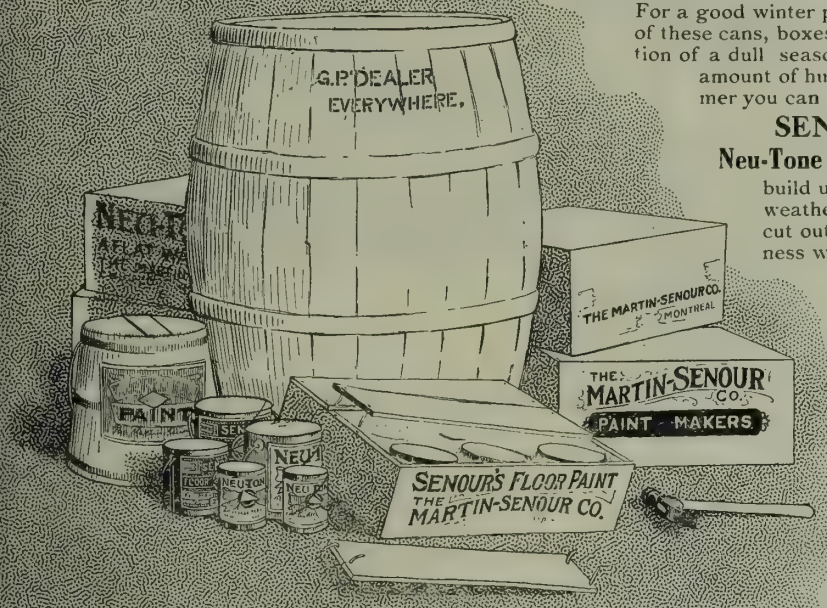
Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils. The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.
66 Fraser Ave., Toronto, Ont.

A STRONG PULL



For a good winter paint business will be found in the contents of these cans, boxes, barrels and kits. Do not let that tradition of a dull season take a hold of you. With the same amount of hustling that you do in the spring and summer you can with

SENOUR'S FLOOR PAINT

Neu-Tone and other Martin-Senour Finishes

build up a business as *profitable* as your warm weather trade. Make paint profits the year round, cut out that dull season expense and your business will be in prime condition. A healthy, live business will outdistance all competitors just as a clean limbed, well trained racer can win the race against an old plodding farm horse. Thousands of Martin-Senour's dealers have done this—it is now your turn. Write to-day for Senour's Floor Paint agency.

The Martin-Senour Co., Ltd.
Montreal Pioneers Pure Paint Chicago
Winnipeg Paint & Glass Co., Ltd.
WINNIPEG
The Maritime Paint & Varnish Co., Limited
HALIFAX, N.S.

Cater for the Critical Decorator

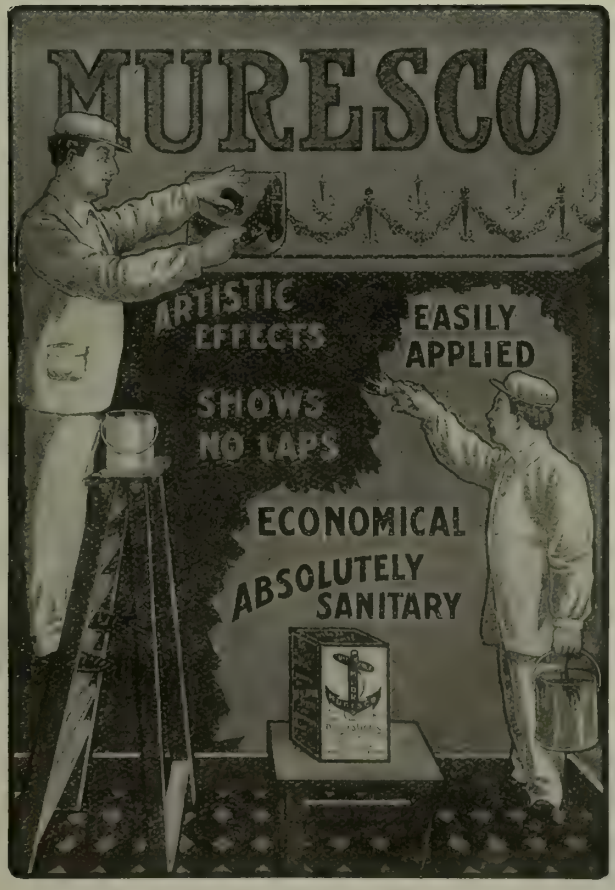
The painter who knows what a good WALL FINISH is, as well as the inexperienced consumer, are both loud in their praises of

MURESCO

THE BEST WALL FINISH

Exhaustive experiments have proved that, pound for pound.

Benjamin Moore & Co.
LIMITED



MURESCO

not only makes more material, but works more easily, covers better, goes farther, and produces more uniform, clear and beautiful effects than any other WALL FINISH in use.

"Muresco" will establish a foundation for the sale of your other lines, and yields a generous profit.

See to your stocks. There's no line "quite as good."

Send for color card and prices.

West Toronto
New York Chicago
Cleveland

Varnishes

WHAT INTERESTS THE DEALER?

To know that the Quality is right.
To know that his Profit is right.
To know that the goods are popular and easily sold.

We know the quality is right, or we would not be spending a comfortable fortune each year in advertising.

When you compare our discounts and lists with other varnish manufacturers you can determine whether your profit is right. The profit, after all, is what is necessary to keep you in business. We unhesitatingly state that there is more profit on our line than on any other you could buy.

Goods that are popular are easily sold. We are judiciously spending big money advertising to make our line popular. By selling a well advertised article you have back of you the name and reputation of the maker for quality.

By combining your JAP-A-LAC and varnish purchases, we have a proposition to offer which yields a handsome profit.

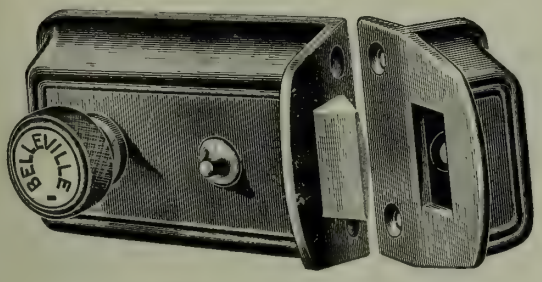
All we ask is an opportunity to send you our lists and explain our proposition.

The Glidden Varnish Company
TORONTO . . . . . ONTARIO

Glidden







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited

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Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

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Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearoy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

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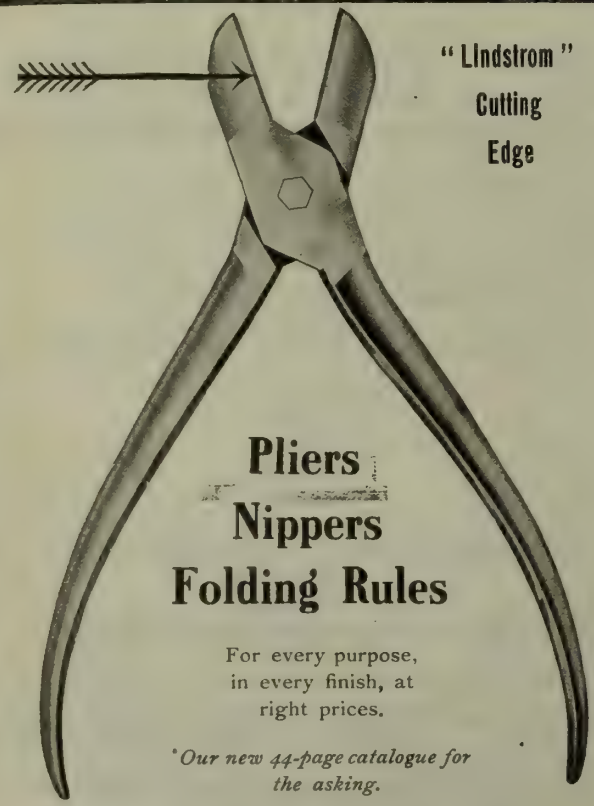
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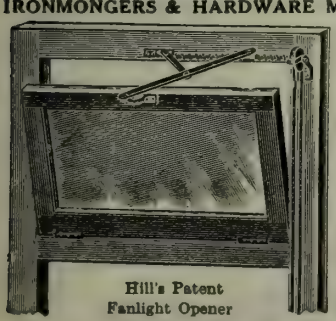
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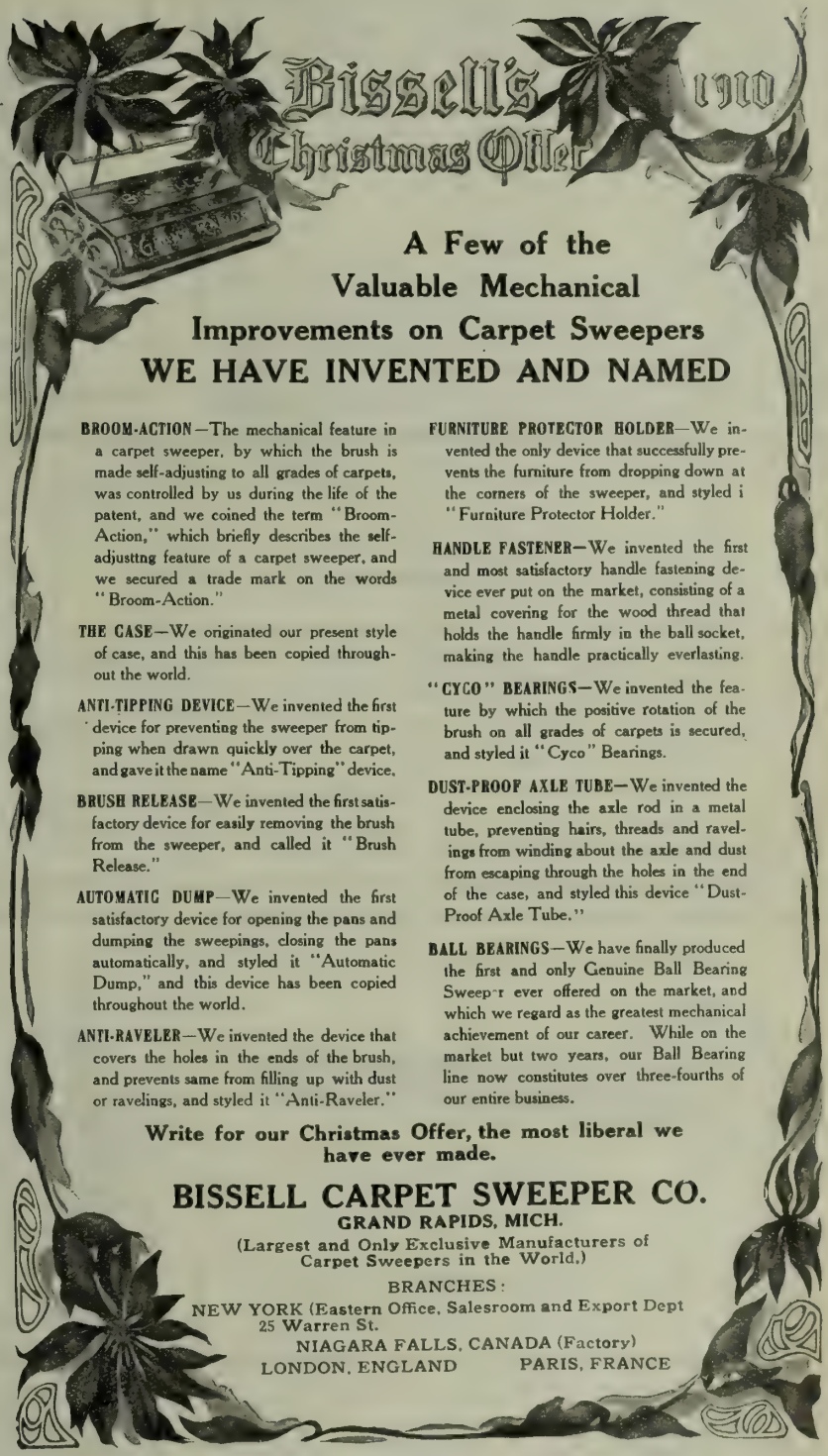
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THE CASE—We originated our present style of case, and this has been copied throughout the world.

ANTI-TIPPING DEVICE—We invented the first device for preventing the sweeper from tipping when drawn quickly over the carpet, and gave it the name "Anti-Tipping" device.

BRUSH RELEASE—We invented the first satisfactory device for easily removing the brush from the sweeper, and called it "Brush Release."

AUTOMATIC DUMP—We invented the first satisfactory device for opening the pans and dumping the sweepings, closing the pans automatically, and styled it "Automatic Dump," and this device has been copied throughout the world.

ANTI-RAVELER—We invented the device that covers the holes in the ends of the brush, and prevents same from filling up with dust or ravelings, and styled it "Anti-Raveler."

FURNITURE PROTECTOR HOLDER—We invented the only device that successfully prevents the furniture from dropping down at the corners of the sweeper, and styled i "Furniture Protector Holder."

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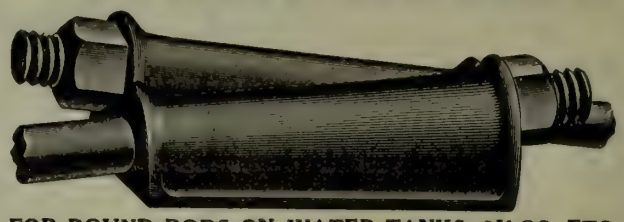
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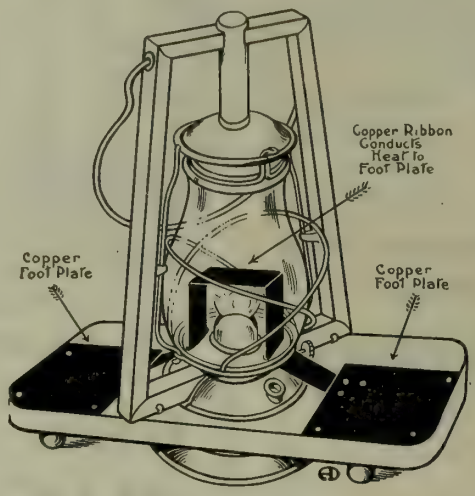
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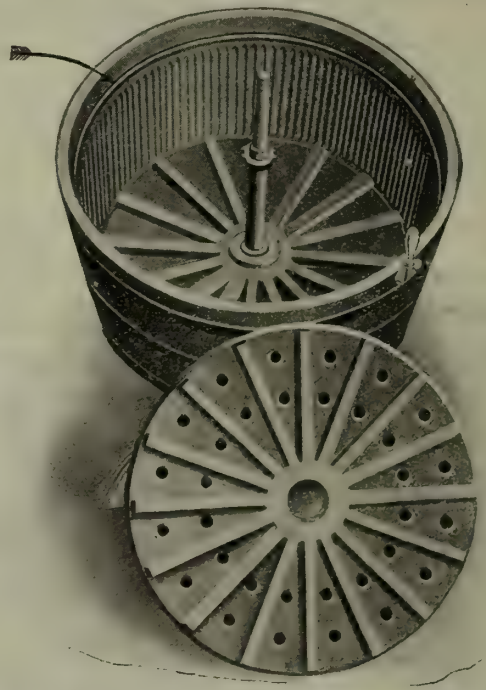
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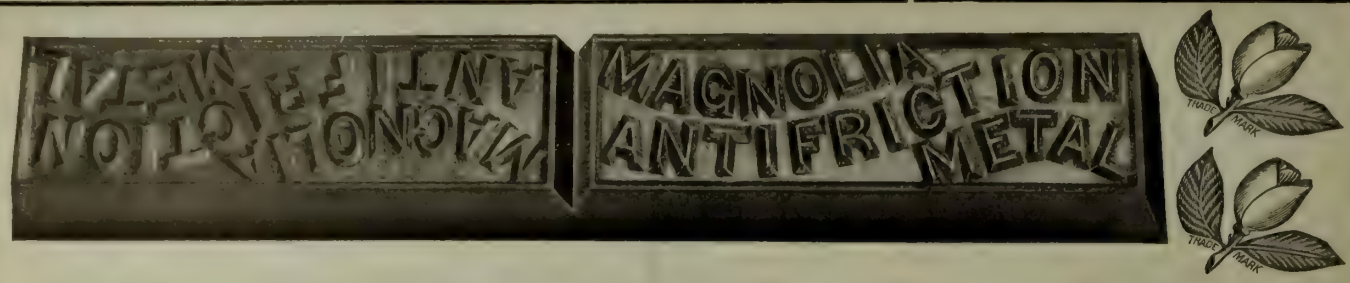
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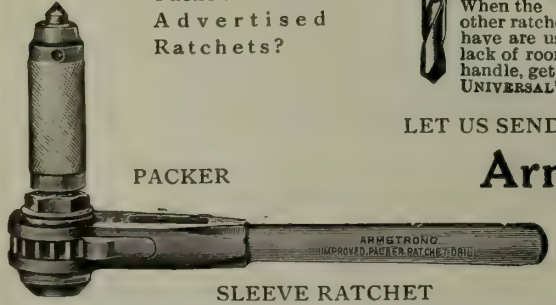
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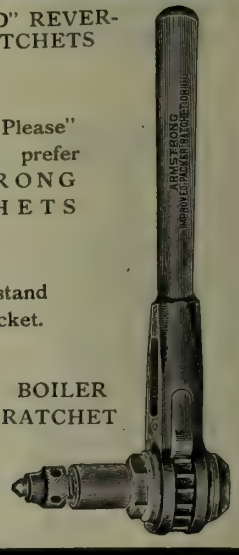
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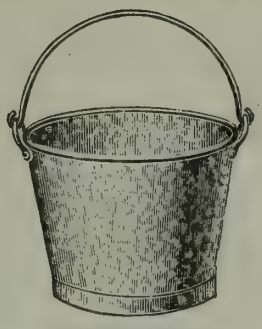


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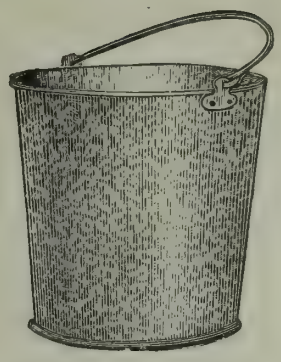
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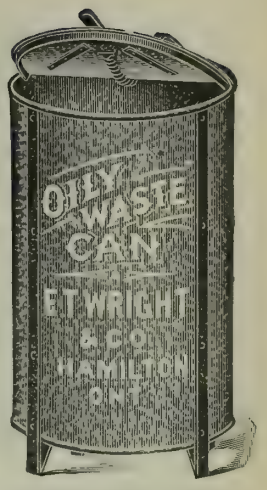
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GALVANIZED PAILS
Inches, 11 12 13 14



"HAMILTON"
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Extra Heavy. Quarts. 14, 16



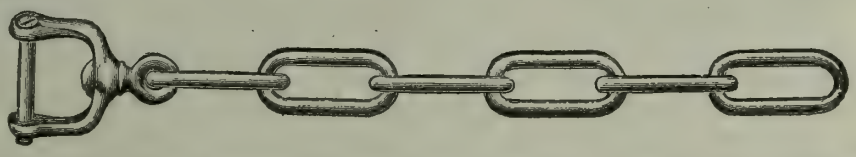
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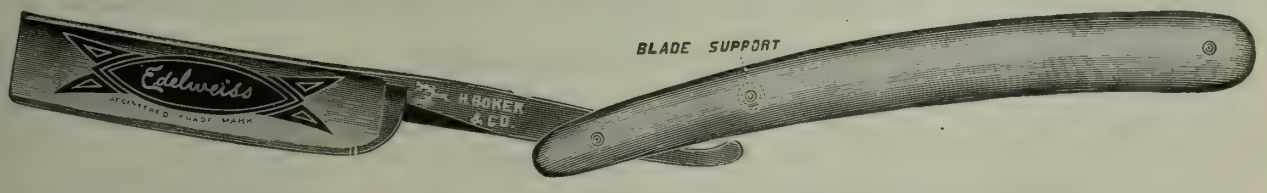
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The Knife illustrated here has proved a splendid seller. Made of high Carbon Sheffield Steel, it is guaranteed to hold its edge in every day use. Handled with the best English Celluloid, warranted secure. Write for our complete Catalogue.

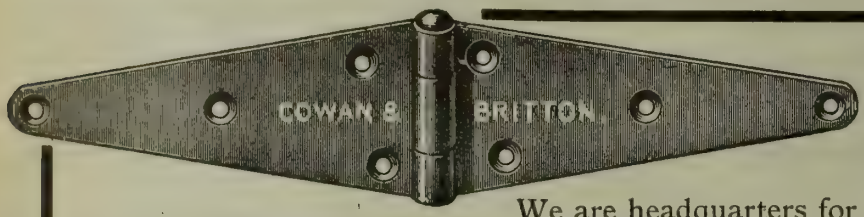
McGlashan, Clarke Co., Limited, Niagara Falls, Can.

Agents
J. Mackay Rose
88 McGill St
Montreal, Q

N. F. Gundy
61 Albert St.
Toronto Ont.



Agents
David Philip
291 Portage Avenue
Winnipeg Man.



First Quality Hardware at the price of Inferior Goods

We are headquarters for the finest quality of Builders' Hardware, and we are showing a unique range of Hinges, Hasps, Staples, etc. Our forty years' reputation for quality is back of every article we manufacture, and you will be wise to specify COWAN & BRITTON BRAND when next ordering.

If your Jobber can't supply you, we will. Write for catalog and prices.

Cowan & Britton, - - - - - - Gananoque, Ont.



Maxwell's Latest

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

You Can Handle More Business

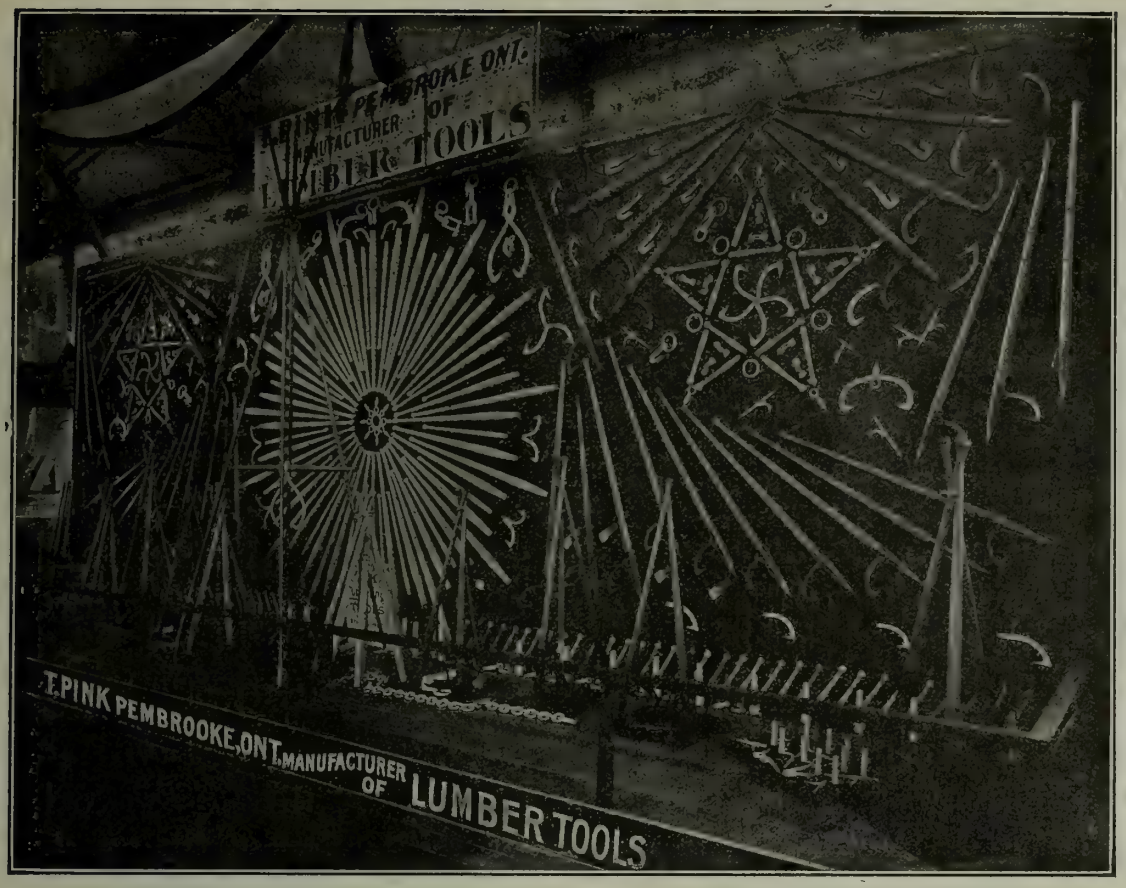
No matter how large your present volume of trade may be, it is likely that you are looking for more. Here's a hint which, if you act on it, will certainly increase your volume of trade and your net profits. Start now to sell the McFarlane & Douglas line of

METAL CEILINGS AND WALLS

This line pays big profits to men who get out and hustle for business. And it is easy to sell—so full of selling points. It appeals to people on the ground of Health, Economy, Beauty and Protection from Fire. Our catalogue will give you an idea of the extensiveness of our range and the beauty of our designs. Write for a copy.

McFarlane & Douglas, Limited, : Ottawa, Can.





Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

A High Grade Babbitt Metal



At A Moderate Price

"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

The London Foundry Co., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC

Coffee Percolator



It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new Illustrated Catalogue.

The Buffalo Mfg. Co.

BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO

Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues

Fine Leaf Glues

Town Glues, Medal Glues

Gelatine Glues

Granulated Glues

PREPARED IN OUR OWN FACTORIES

HOME AND EXPORT SPECIAL F.O.B. RATES

Charles Massey & Son

LIMITED

WATERLOO WORKS, Established 1839. Newcastle, Staffs. ENGLAND.

London Office : 5 MILK STREET, E.C.

THE

HULL & LIVERPOOL RED OXIDE CO.

LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

If you are a strong believer in quality you'll surely choose

"Brantford" "Roofing"

If Quality is a serious consideration with you—if you believe in providing your customers with the highest-grade roofing produced—you'll certainly stock up liberally with Brantford Roofing.

Brantford Roofing is for the quality-trade. The pure wool felt foundation is made to our own specifications. It costs us 33 1-3 p.c. more than the ordinary felt used for ready roofings. The saturation is 99 per cent. pure Asphalt.

Brantford Roofing is made especially to withstand the severe Canadian climate—and it has given unbounded satisfaction to those who have roofed with it.

The longer you handle Brantford Roofing the more enthusiastically you'll push it. It's a winner. And it's made by a firm who are loyal to the trade. Write us to send you samples and prices by first mail.

Brantford Roofing Co., Limited, Brantford, Canada

SELLING AGENTS:
The GENERAL SUPPLY CO. OF CANADA, Limited, 356-360 Sparks Street, Ottawa, Ontario

Montreal Branch: 9 Place D'Youville

Winnipeg Agents: The General Supply Co. of Canada, Limited

UMC

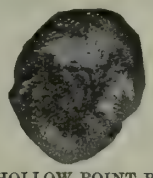
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Lon Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

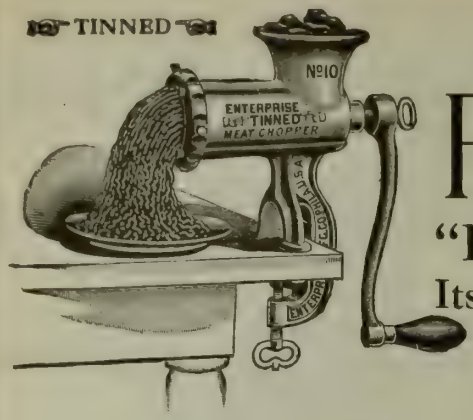
UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper. Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"

Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

Stop Those Smoky Chimneys

HOW? Let's tell you. We have a fireclay chimney pot that will prevent the down draft absolutely. That means much to all your customers. It can be obtained **glazed or unglazed, round or square, and will fit any sized flue.**

The name is "**Edwardian,**" and they are used in all the Royal Palaces and Government buildings exclusively. Behind it is the fact that the Canadian Government have ordered them as well.

You can tell your people all that **no smoky chimneys can exist where this chimney pot is used.** Write for agency to-day. We also sell—

Special Paints for Iron Work; also Enamels and Varnishes

and a variety of other builders' lines all made in England but delivered promptly to you if you order now.

OUR LINES ARE SPECIFIED BY THE LEADING ARCHITECTS

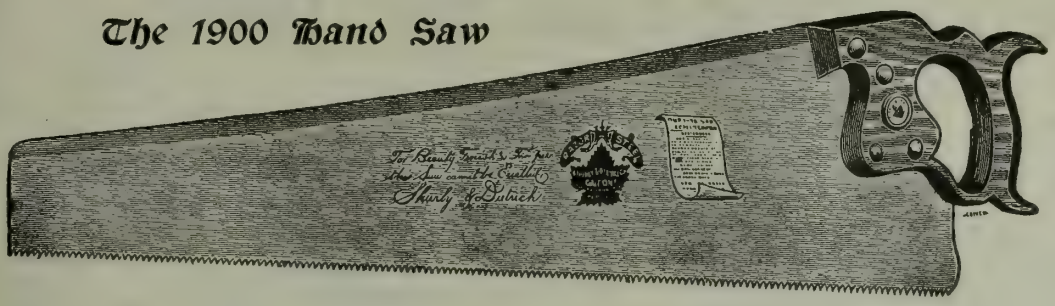
The architect generally knows the difference, so that you cannot lose. To-day is the day to write.

The International Supply Company

140 MANSFIELD STREET - - MONTREAL

MAPLE LEAF SAWS

The 1900 Hand Saw



One sure sign of quality in a saw is the "Maple Leaf" trade-mark.

All "Maple Leaf" Saws are fully guaranteed. They are all tempered by our "Secret Process," which gives an absolutely even tempered Blade throughout.

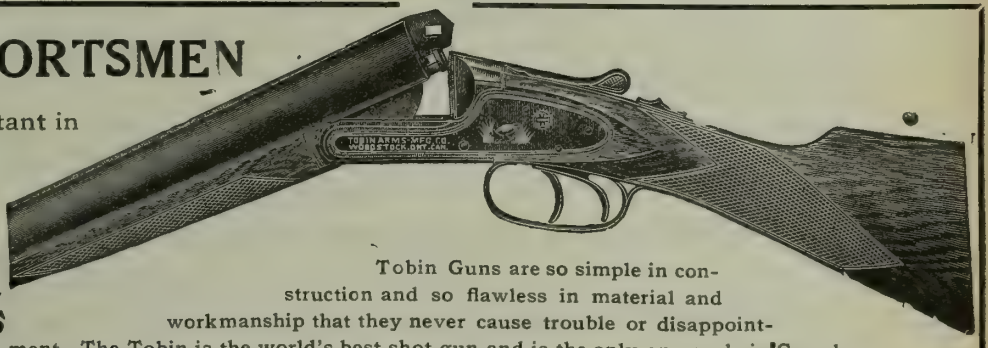
The 1900 Saw is gotten up especially to please Carpenters

SHURLY-DIETRICH CO., Limited

GALT, -:- -:- -:- -:- -:- ONTARIO

DISCERNING SPORTSMEN

all the world over are constant in their praises of



Tobin Simplex Guns

Tobin Guns are so simple in construction and so flawless in material and workmanship that they never cause trouble or disappointment. The Tobin is the world's best shot gun and is the only one made in Canada.

WRITE US FOR THE ILLUSTRATED TOBIN CATALOG.

Tobin Arms Manufacturing Co., Limited, Woodstock, Ont.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

16½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal



This shows how Adjuster is used.

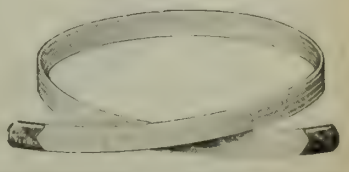
IMPORTANT NOTICE



Terry's "AVECTA" Necktie Adjuster is worth looking into. It is a neat and simple contrivance, which saves 50% of neckwear expenses.
Sells readily when its advantages are made known. Is selling in thousands in England and the continent.



You may have any of these Electros for the asking.



Herbert Terry & Sons
Novelty Works,
REDDITCH, ENGLAND

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

A Sure Winner

and the best washing machine on the market is the



CONNOR

HIGH SPEED WASHER

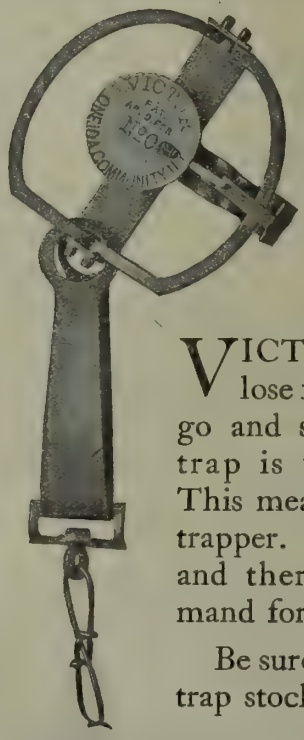
Some of the features which particularly recommend it are:— It has fly-wheel under tub and turns on double ball-bearings. Handle is adjustable.

The only machine with a foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

A great family favorite. Send for catalogue.

J. H. Connor & Son, Ltd.
Ottawa, Canada

VICTOR TRAPS



A Reliable Trap at a Moderate Price

EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

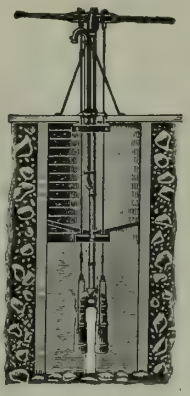
Oneida Community, Ltd.
Niagara Falls, Ont.

WHAT WE CLAIM FOR

The AYLMER

DOUBLE CYLINDER
DOUBLE ACTING **FORCE PUMP**

This is the only Pump manufactured that has no leather suckers and requires no packing or packed joints of any kind.



Easy Working.

Always Primed.

Never Freezes.

In case of fire this pump has no equal.

THIS CUT represents our Pump as shown in the well. This with three way cock and side pipe for conveying water to barn or wherever needed will force the water any distance, and to any elevation required with ease

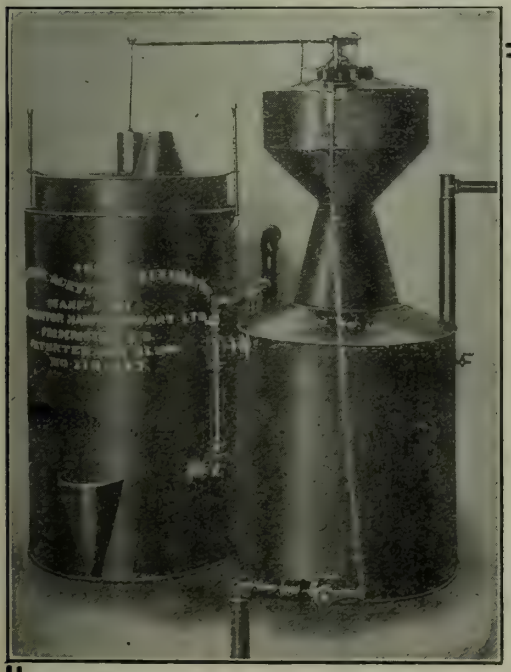
Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

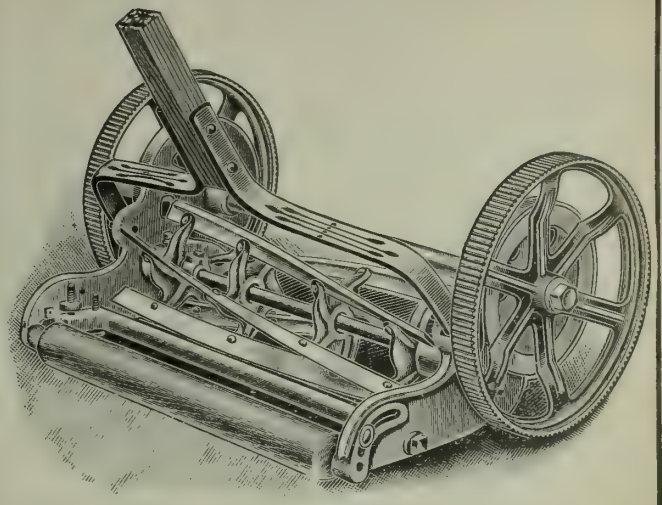
It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company

FREDERICTON, N.B.



"W & B"
Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 03½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 23
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.	
Casting ingot	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Plain, 16 oz., 14x48 and 14x60		22 00
Tinned copper sheet, base		24 00
Planished base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	17 75	20 00
Summerlee, No. 2 "	20 25	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 60
All bright, 52 sheets	3 70	3 50

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20
Wiping	0 18½	19

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$37 00	37 00

Charcoal Plates—Bright..

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion C. own Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25	7 50
" " 26 "		8 00

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net; Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

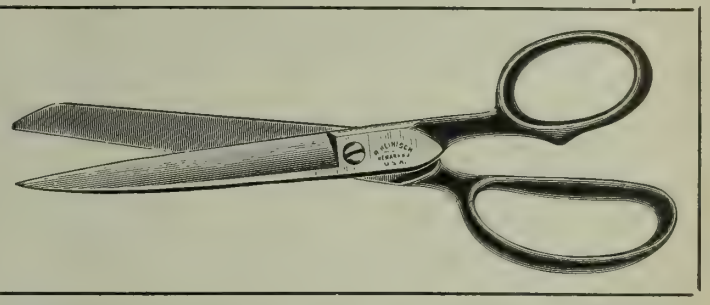
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

	Montreal	Toronto
In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 90
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, M.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 6
" Thistle	1 3
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 6
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 50
Robertson's pure paints	1 50
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	0
U S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 18½	
Benzine, per gal single bbls	0 16½	
Turpentine, single barrels	0 99	1 01
Linseed Oil, " raw	1 08	1 07
" " boiled	1 11	1 10
Rosin, "G" grade, hd. bbl. lots		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams kopal varnish		2 50
Canada Paint Co's. white enamel		3 50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " "		1 70
No. 1 orange " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 25	6 40
Elephant Genuine	6 25	6 40
Moore's Pure White Lead		6 00
Lily Pure	5 75	5 90
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
" Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	5 75	5 90

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½	
Buckworth, per lb	0 10½	

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs.
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
tandard jointed hangers, "	6 45
Steel King hangers "	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.

CONGO
NEVER LEAK ROOFING
The NEVER-LEAK GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings – Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

FREE SAMPLE

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by writing to-day for a Free Sample. As to its wearing properties—we guarantee them. Can any reasonable man ask more?

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70	
O. K. paper, No. 1, per roll	0 75	
O. K. paper, No. 2, per roll	0 7	
Plain Fibre, No. 1, per 400 ft. roll	45	
Plain Fibre, No. 2, "	0 27	
Tarred Fibre, No. 1, per 400 ft. roll	0 55	
Tarred Fibre, No. 2, "	0 35	
Tarred Fibre Cyclone, 25 lb., per roll	0 55	
Dry Cyclone, 15 lbs	0 45	
Plain Surprise, per roll	0 40	
Resin sized Fibre per roll	0 40	
Asbestos building paper, per 100 lbs.	4 00	
Heavy straw, plain & tarred, per ton	37 50	
Carpet Felt, per 100 lbs	2 50	
Tarred wool roofing felt, per 100 lb.	1 80	
Pitch, Boston or Sydney, per 100 lbs	0 70	
Pitch, Scotch, per 100 lbs	0 65	
Heavy Fibre, 32" & 60", per 100 lbs	3 00	
2 Ply Ready Roofing, per square	0 70	
3 " " "	95	
2 Ply complete, per roll	1 15	
3 " " "	1 35	
Liquid Roofing Cement, brls., per gal	0 15	
" " tins	0 20	
Crude Coal Tar, per barrel	3 50	
Refined Coal Tar, tins, per doz	1 25	
Refined Coal Tar, per barrel	4 50	
Shingle varnish, per barrel	4 50	
Caps, per lb	0 06	
Nails, per lb	0 05	
Mop cotton, per lb	0 15	

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 00
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5 50	

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz 2 20
Bevel edge, 1 inch, doz 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent.; f.o.b Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in 2 50
" adjustable, 4 in 7 60
Carpenters, 3 feet 3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00	
3 " " "	3 65	
4 " " "	4 80	
5 " " "	6 60	
" "	8 00	

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand) 1 80
Double sets, each 3 25
Unbreakable rail, 100 feet 5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 h, doz 5 25
Folding handles, 8 inch, doz 1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEONS

Canadian, 45 and 10 per cent.

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75	
10 " " "	3 00	
12 " " "	3 50	
15 " " "	5 00	

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 60 per cent,
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ¼-inch, per gross	2 00
" " ⅜ " "	10 00
" " ½ " "	12 00
Leather, 1-inch, per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $8.40; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.	
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.	
Chicago hold back screen door, iron, gro. $12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 25
5-16 x 5 "	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2 25	
Universal meat chopper No. 1	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	0 60	
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz.	6 75
Lift Tubular and Hinge Plain.	"	6 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in sizes, $8.50 ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33½ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

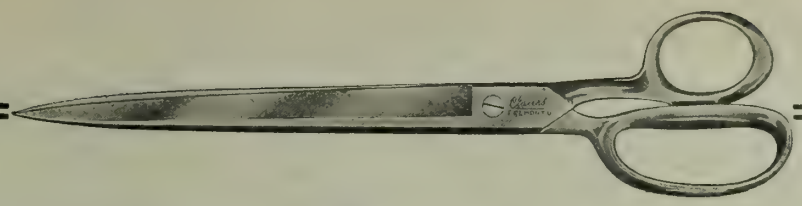
Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 1847 "Singalese" and "Alaska" Nevada silver flatware, 40 p.c.



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - - 169 Spadina Avenue, Toronto

PIECED WARE.

Discount 40 per cent.
½-qt. flaring cup buckets, 40 per cent
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" " No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb. 2 20
Solid, 3 to 30 lbs 1 40

SASH CORD.

No. 8, per lb 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian. No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 12
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb. per ton	20 00	22 00
" under 40 lb. "		24 00
" 200 lbs. and over		28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer 20 per cent.	180 00

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge, 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch 20 per cent.	69 25

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.
Robertson, Jas. Co,, Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont
Penberthy Injector Co., Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Watson, Jack & Co., Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Filters
Anti-Splash Filter Co., Owen Sound,

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Furnaces.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

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Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glass Cutters
W. L. Barrett, Bristol

Glass Ornamental
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto

Glass Wired
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.

Glue.
The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge, Eng
Chas. Massey & Son, Ltd., Newcastle, Eng.

Guns
Harrington & Richardson Arms Co., Worchester, Mass.

Handles.
Still, J. H., Mfg. Co.

Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.
E. B. Salyerds, Preston.
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.
Frothingham & Workman, Ltd., Montreal
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
Aylmer Pump & Scale Co., Aylmer
McDougall, R., Co., Galt, Ont.

Jacks
Covert Mfg. Co., Troy, N.Y.

Lamps
Queen City Oil Co., Toronto

Lanterns.
Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures
McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.
Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks
Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.
Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark. N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg Co. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
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Lewis Bros. & Co., Montreal.

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Canada Wire Goods Mfg. Co., Hamilton

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GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

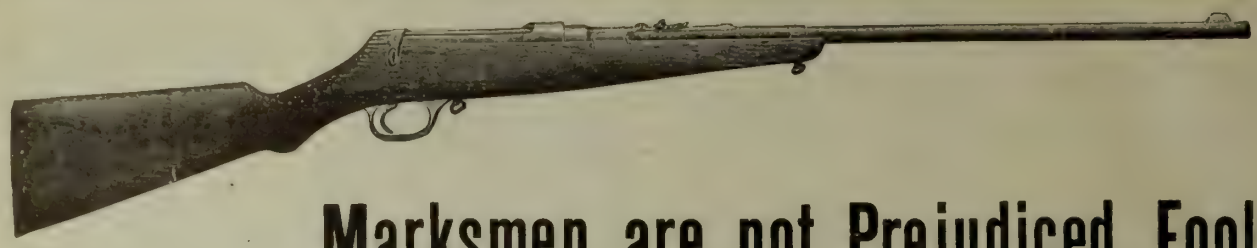
WIRE BALE-TIES. WIRE BARREL HOOPS.

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

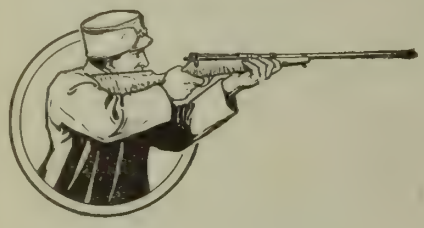
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden



Marksmen are not Prejudiced Fools!



and when they see that the best scores are made with Ross Rifles, that sportsmen armed with Ross Rifles come home with the best bags, they naturally arm themselves with same rifles.

Dealers just as naturally and intelligently prepare themselves to meet the marksman's wishes, otherwise there is a lost sale in the effort to sell some other arm.

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All Jobbers supply our goods.

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KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



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VALVE AND HYDRANT MANUFACTURERS

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Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

STILL'S "SPECIAL" HOCKEY STICK

Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

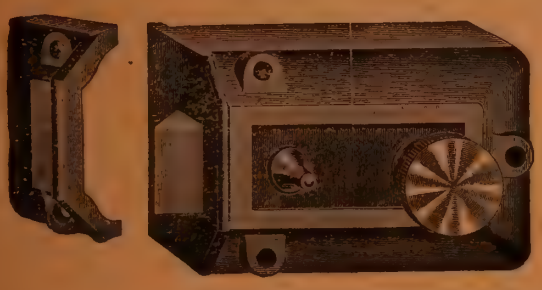
And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-'round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

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SAFE - WELL-FINISHED - RELIABLE





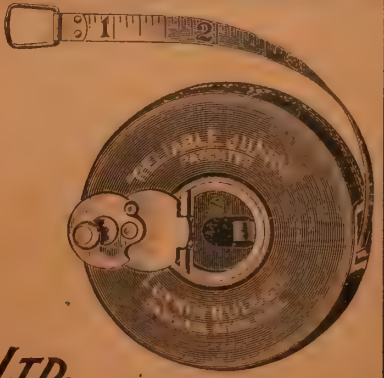
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Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

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TRADE RADIUM MARK
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For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

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Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

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KEYSTONE
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NEW CORN

We are now supplying Brooms made of this season's crop of Corn and are in a position to make prompt shipment of orders.

A very fine growth of Corn enables us to make the

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BETTER THAN EVER.

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Published Weekly by

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MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

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For Severe Work.

Easy to work and absolutely FLAT.

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THE HANDY MAN

or the man who imagines he is a handy man, is as common throughout the land as the sparrow! And, Mr. Retailer, you can appeal most forcibly to him by means of the

"CROWN COBBLER"

It will repair all kinds of Boots, Shoes, Harness and Tinware.

You'll find it a splendidly profitable line to handle.

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Index to Advertisers—pages 74-75.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

HERE'S a hardwear clock for hardware dealers—a heavy, square, massive alarm, CLAD in cast IRON armor, the IRONCLAD.

It eliminates all the come-back features common to nickel alarm clocks—feather weight—wobbliness—projecting bells—riveted legs. Once put in place it stays put, once sold it stays sold.

We pack Ironclads a dozen in a box with 4 four-color posters and a booklet of ready-made ads and electros. On orders for 24 clocks we print your name on dials free of charge.

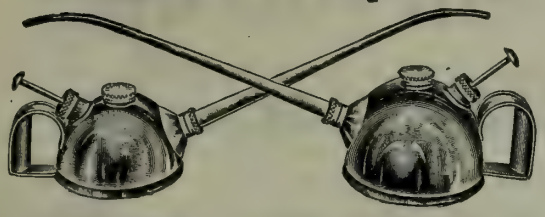
Height 5 inches, Dial 2¾ inches. Weight 2½ lbs.
Rings 35 seconds; can be shut off at will.—Display boxes sent upon request.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There's no doubt

that the best seasoned, best balanced, and best finished hockey stick is

Still's Special
Hockey Stick

They are in demand by every class of player, and are made of second-growth rock elm. Other brands we recommend are:

"Empire," inferior only to "Special."

"Imperial," a good all-round stick.

"Champion" the leading boys' stick.

Send for full particulars

J. H. Still Manufacturing Co.
St. Thomas, Ont. Limited















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why you should handle a large assortment of

"YANKEE" TOOLS

They are as needful to the Mechanic's outfit as a hatchet and saw. They are preferred by the Mechanic everywhere; and if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

Have your Jobber send you a sample lot of the best selling "Yankees," there are 35 styles and 75 sizes to select from. We furnish local advertising matter with your imprint free for the asking.

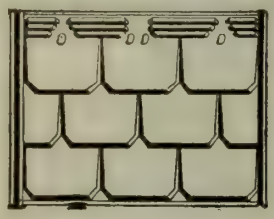
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PHILADELPHIA, PA.

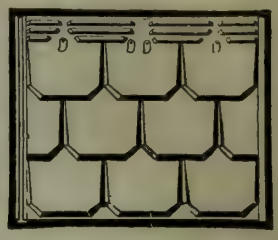


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

UMC

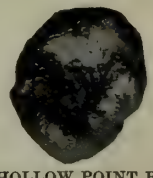
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black,
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company — **Bridgeport, Conn.**
The Remington Arms Company — **Ilion, N. Y.**
Agency, 299 Broadway, New York City

Same Ownership, Same Management, Same Standard of Quality.

Universal Slide

For Furniture where no Casters are Used

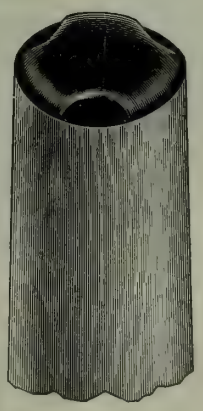
SUCH AS

Chairs, Parlour Tables, Ladies' Desks, Parlour Cabinets, Hall Racks, Mission Furniture, Music Cabinets, Etc., Etc.

Made in three sizes



No. 1 Large





No. 2 Medium

Nickel Plated



No. 3 Small

The position of the prongs on the "Universal Slide" prohibits the possibility of their projecting through the article on which they are used, also the splitting of the same.

LEWIS BROS., Limited

Address all correspondence to MONTREAL

OTTAWA TORONTO VANCOUVER

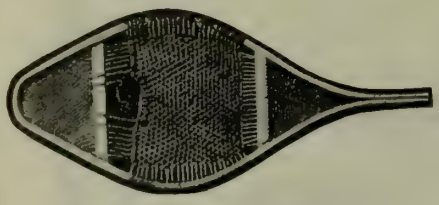
SNOWSHOES

You will find it to your advantage to stock our Snowshoes this winter, as it is a profitable line to handle.

Our Snowshoes are made specially by the Province of Quebec Indians and are the BEST ON THE MARKET.

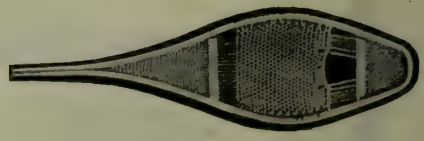
Place an order for a line of samples with us now, and see how many you can book before the snow comes.

Better Your Trade



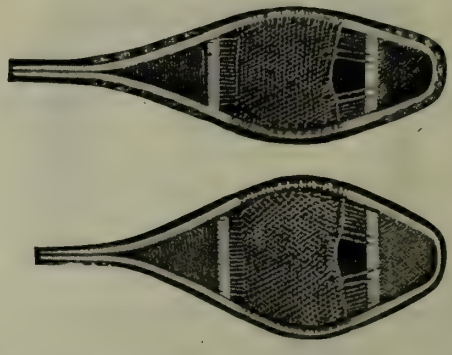


Sell the Best



SNOWSHOES







We are carrying one of the largest stocks of Snowshoes in the trade, and are in a position to make prompt shipment of all orders.

All enquiries receive our prompt attention.

FROTHINGHAM & WORKMAN, Ltd.

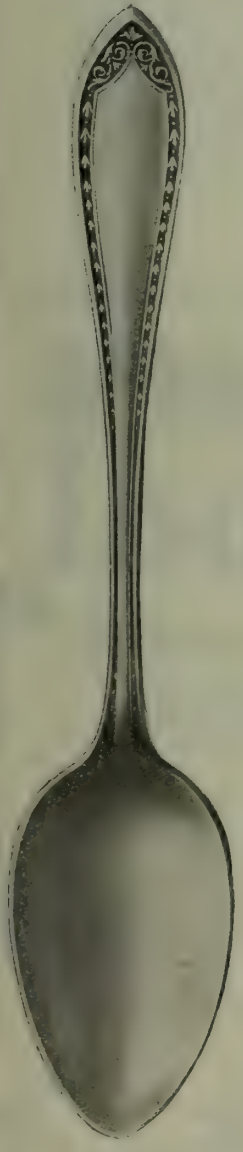
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

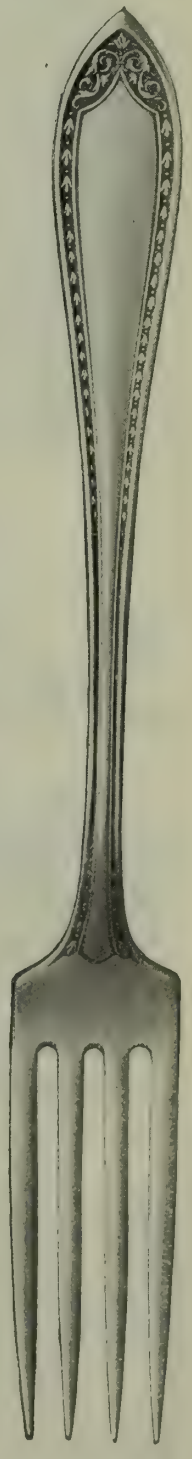
COMMUNITY SILVER

Caverhill Learmont & Co.,

THE SHERATON



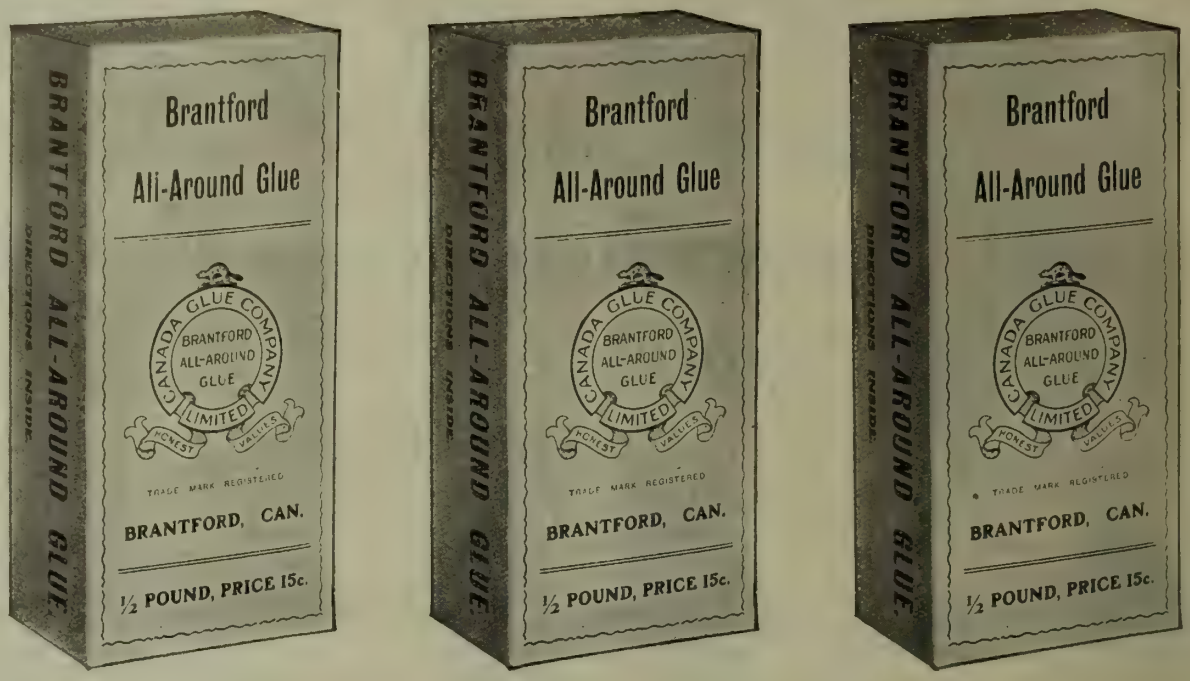
Our latest design in Community Silver, is a masterpiece of artistic designing. Simple but exquisitely beautiful in outline and ornamentation, it rivals Sterling Silver in distinction, and harmonizes perfectly with the richest of table settings.



WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO



Schultze Loaded Shells

are deserving of your attention; factory loaded steel lined French paper cases, forty-two to forty-four grains of Schultze Smokeless Powder and one and an eighth to one and a quarter ounces of shot. This combination produces a very trim little shell known as the "Gastight," loaded by the Schultze Gunpowder Co., of London, Eng. Combined with this, we highly recommend

"Dead Shot" Powder

as being positively first-class in every particular. Both black and smokeless "Dead Shot" have given excellent satisfaction. The quality of a powder is never known until it is tried out. We want you to "try out" Dead Shot.

Send us your orders to-day.

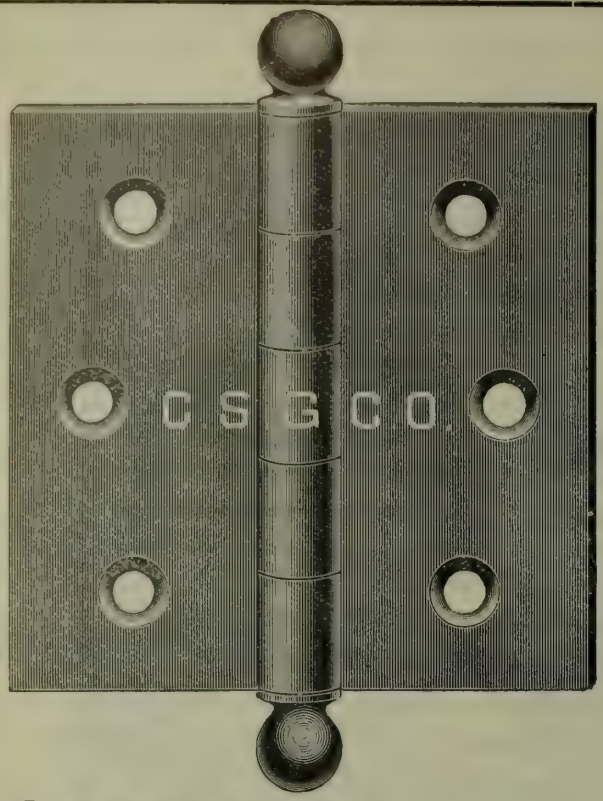


H. S. Howland, Sons & Co.
LIMITED

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

Graham Nails Are The Best.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the utts and if not they won't use any other make.

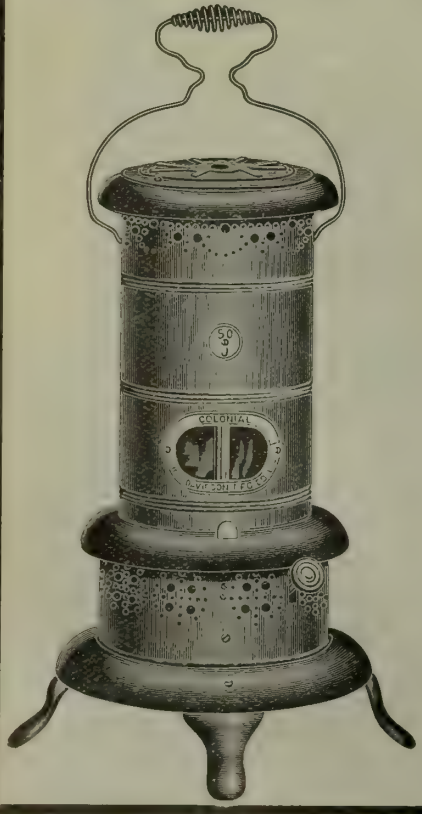
LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated)	19	lbs.
Height (bail down)	25	inches
Diameteter of base	17	inches
" " upper drum	8¼	inches
Capacity of fount	1	gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

THE MAKING OF DISSTON FILES



Thoroughly Well Made Service-Giving Files

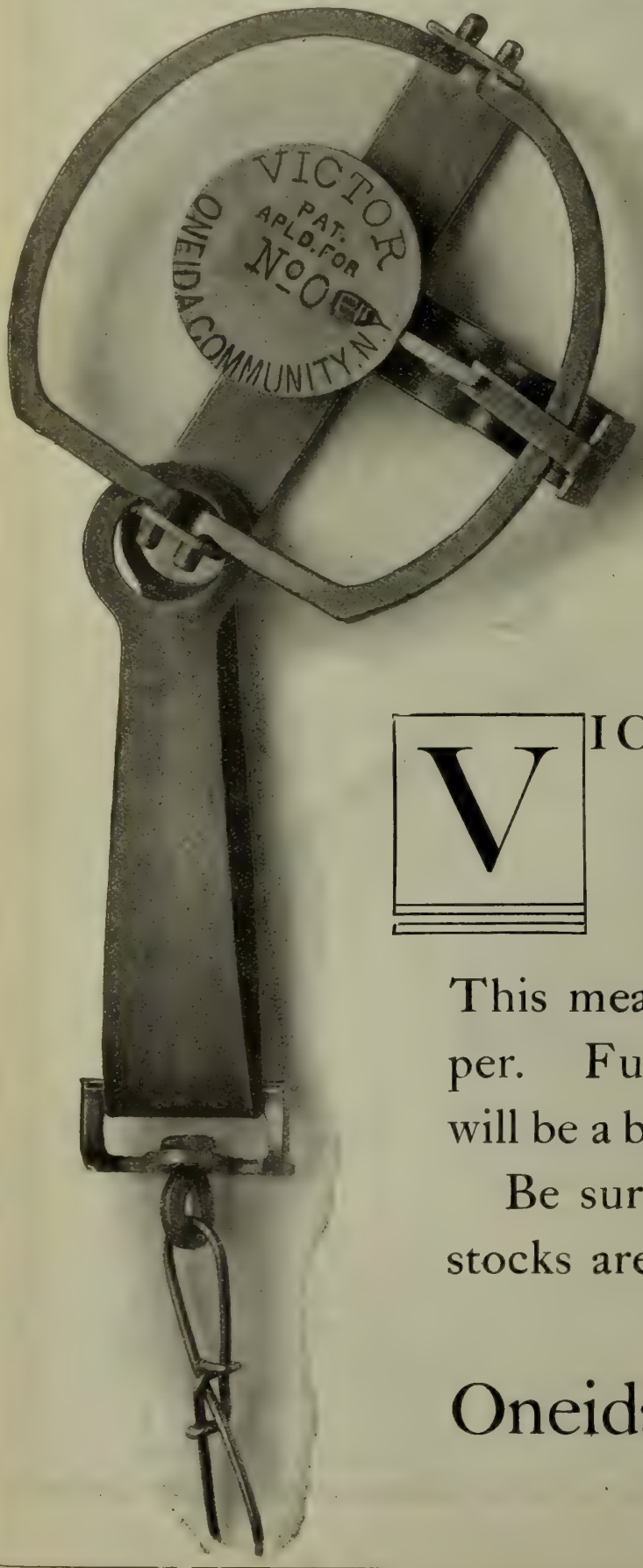
In the DISSTON WORKS, from the making of the Crucible Steel itself to the finished file, every operation is carefully performed and rigidly inspected. We use 30,000 dozen DISSTON FILES annually in our Saw, Handle and Machine Shops. As a result of using them we know what a good file should do, and make the DISSTON FILES so they will DO IT.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, Pa.

VICTOR TRAPS



A Reliable Trap at a Moderate Price

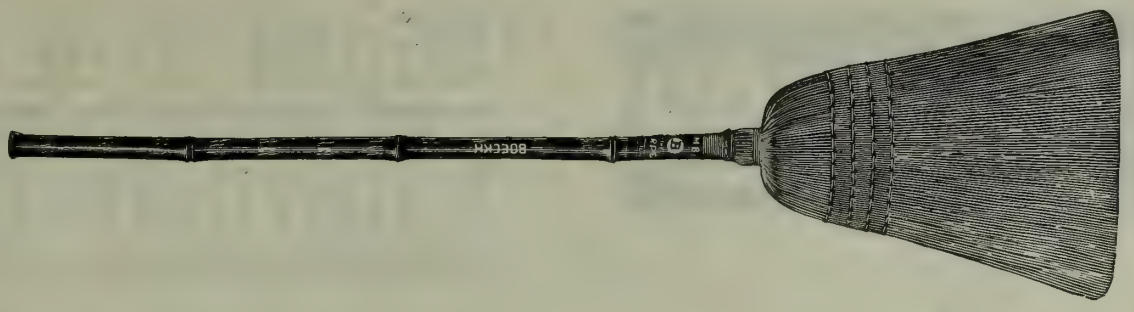
EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.

Niagara Falls, Ont.





REDUCED PRICES

on

BOECKH'S BROOMS

are now being quoted for shipment on and after October 15th.

Our new corn is now in transit and our buyers report the grade as "extra fine select," so that the quality of brooms made from the new crop will be A1.

Our Values are Exceptional

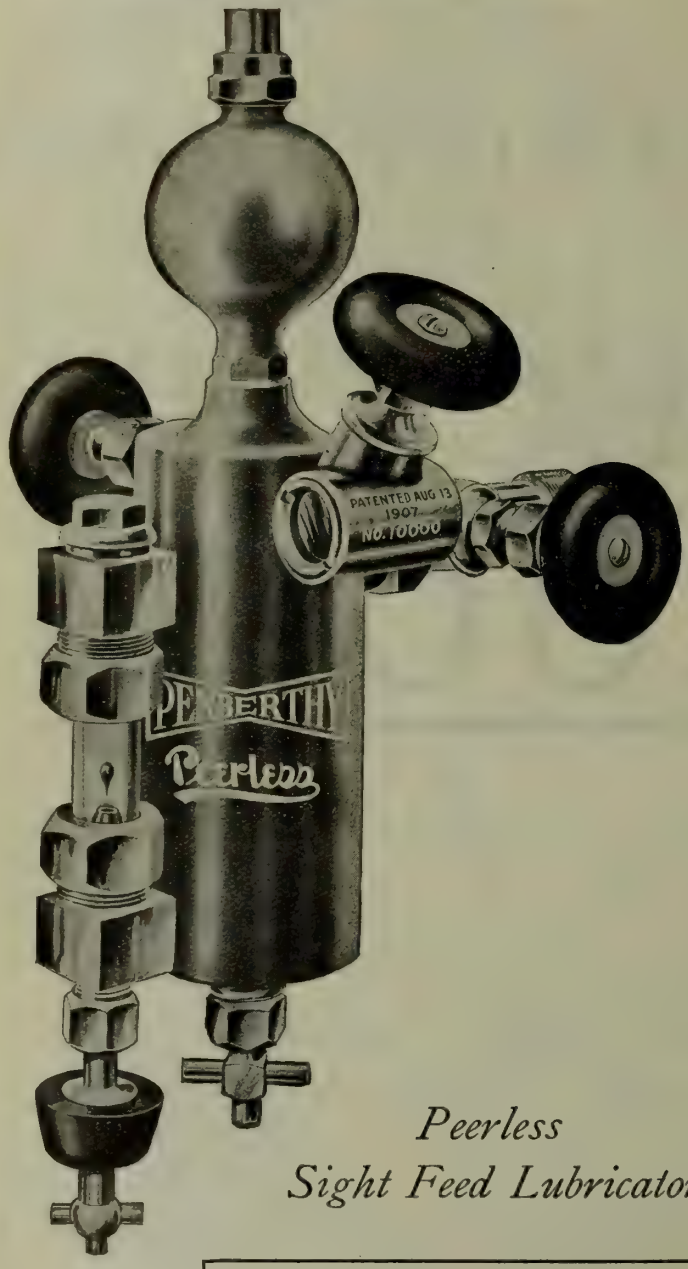
Write for Prices

The BOECKH BROS. COMPANY, Ltd.,

TORONTO

Peerless

Sight Feed Lubricators



Peerless
Sight Feed Lubricator

When you are asked for a Sight Feed Lubricator tell your customer about the NEW PEERLESS "made in Canada." It is the only one that gauges the amount of oil in the cup up to the last drop. It is the only one that has a patent vent in the filler, permitting all air in the cup to escape when filling with oil. This saves oil. There are no valves to jar off and become lost. The Peerless will feed in cold weather, as the oil is constantly kept warm. It is the most reliable lubricator sold in Canada to-day.

Tell your customer this and he will buy the PEERLESS and thank you afterwards that he did.

They cost the Dealer less money than the "other kinds," and can be sold for more money. That's the way to make money.

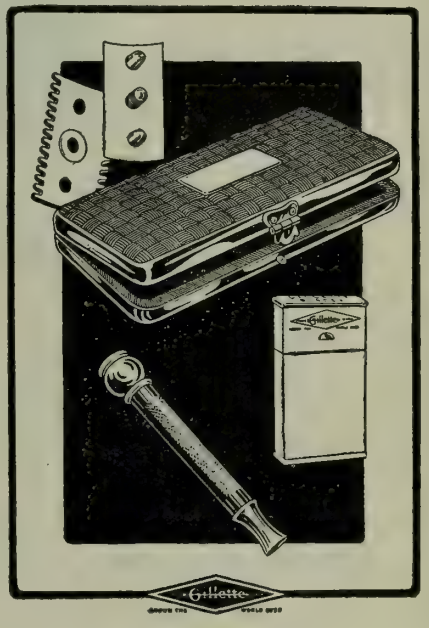
MANUFACTURED BY

Penberthy Injector Company, Limited

WINDSOR, - ONTARIO

The GILLETTE Deserves Real Salesmanship

And Pays Well For It.

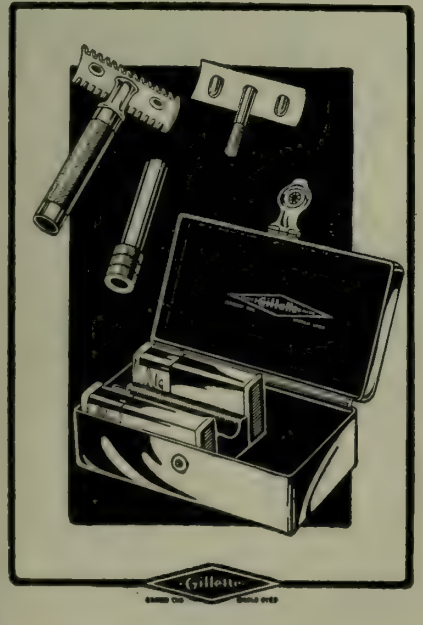


The **GILLETTE** Safety Razor is a specialty—a proposition mighty different from a staple like a keg of nails. It deserves a different type of salesmanship—and pays well for it.

Your nail sales are limited, absolutely, to the quantity your customers **have to buy.** When they need ten pounds they come to you and buy ten pounds, though you may never have displayed a nail or tried to sell one. Salesmanship is unnecessary, and the best of it could scarcely increase your sales.

But your **GILLETTE** sales are practically limited only by the quality of your salesmanship. You may sell hundreds, dozens, or none at all, according to the way you handle them.

Nearly every man in your neighborhood is a possible **GILLETTE** buyer. He has read our advertisements, and probably talked with enthusiastic users, and is convinced. He **wants** a **GILLETTE.**



But he **can** get along in the old way, without it, and if he is an average human he probably will, until you add **your salesmanship** to our advertising (or some other dealer does).

A GILLETTE Depot Sign on your store front—a snappy **GILLETTE** window display—a tempting lay-out, on counter or in silent salesman, of the handsome Pocket Editions, Standard Sets and Combinations—a tactful suggestion to the customer who is leaving—a **skilful** demonstration of the fine points of the **GILLETTE**—this type of real selling ability will bring in an amount of **extra business** that will surprise you.

Try it out between now and Christmas. Push the **GILLETTE!** You have no other Christmas line quite so good.

Order **now** for November or December delivery. We can fill orders received now, on the date specified, but cannot guarantee to do so when the rush is on.

The Gillette Safety Razor Company of Canada, Limited

Office and Factory: 63 St. Alexander St., Montreal



Pure Manila Rope

When a buyer specifies "Pure Manila" he naturally thinks he will get a first class, high grade rope, but that is not always so. "Pure Manila" sometimes means little more than the hackneyed term "No. 2 Manila," "Hardware Manila," etc. This is because Manila fibre is produced in such a variety of grades. Some of it isn't fit to make into rope, and a rope made from it isn't fit to use—some are too fine and expensive.

PLYMOUTH ROPE

"The Rope You Can Trust"

PLYMOUTH rope is all made from the happy medium which gives a handsome, durable, economical rope. This fibre we carefully select from the entire world's supply. We make no second grade. PLYMOUTH is always good and always uniform.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

"Brantford" "Roofing"

Will not turn brittle in zero weather. It can be laid during coldest days without fear of cracking the roofing. This is only one of the many reasons why you should recommend Brantford Roofing to those desiring a high-grade article. Other reasons given in our Big Roofing Book. Send for a copy. Also ask for samples of Brantford Asphalt, Rubber and Crystal and prices. There's a good margin of profit for you in each roll.

Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:
The General Supply Co. of Canada, Limited
356-360 Sparks St., Ottawa, Ont.
Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd.

MADE IN CANADA

You want a new supply of Stationery for your office?

Well! You want good paper. That's one sure thing!

SUPERFINE LINEN RECORD

is the best for Letter Heads, Blank Books, Loose Leaf Forms, etc.

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED
HIGH-GRADE PAPER MAKERS
GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.
MILLS AT
St. Jerome, P.Q.

CHANCE'S Figured Rolled Glass

has a smooth and bright surface for cutting, and a deep, sharply defined pattern which gives it a peculiar brilliancy. It cuts easier and looks better than other makes.

Made in white, blue, green, wine and amber, and in a great variety of patterns.

To Architects, Builders, Contractors and Hardware Dealers we will be glad to send, on request, samples, in a variety of tints, of Figured Rolled, Double Rolled, Cathedral, Muffled, and the new Flemish Glass, manufactured by Chance Bros. & Co., Limited, at their famous glass works near Birmingham, England.

WRITE FOR THEM NOW.

AGENTS FOR CANADA
B. & S. H. THOMPSON & CO.
LIMITED
381 ST. PAUL STREET, - - MONTREAL



Fig 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO. LIMITED
Galt, Canada

The 400 Series Base Burner

is the greatest heat radiating Base Burner on the Canadian market.



We say this, being familiar with the stove, and realizing the great new feature---the three exposed flues.

These exposed flues are the secret of the heating possibilities of success of the 400 Series Base Burner.

When you are selling Base Burners why not handle the best that can be procured?

Just let us know, and we will supply you with circulars.

McClary's

London, Montreal, Toronto, Vancouver, St. John, Hamilton, Calgary Saskatoon.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

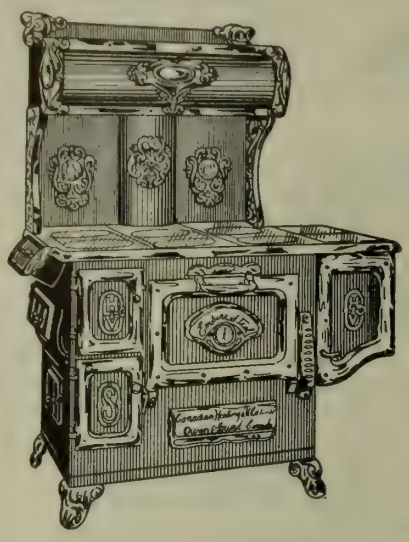
We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

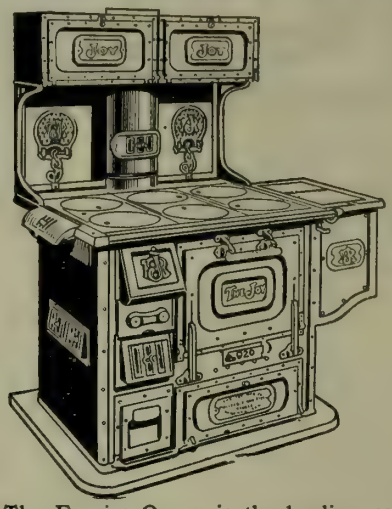
MALLEABLE IRON RANGE CO.

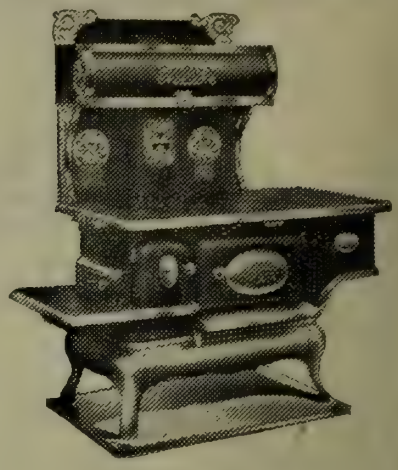
Beaver Dam, Wisconsin

ARE YOU HANDLING **Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







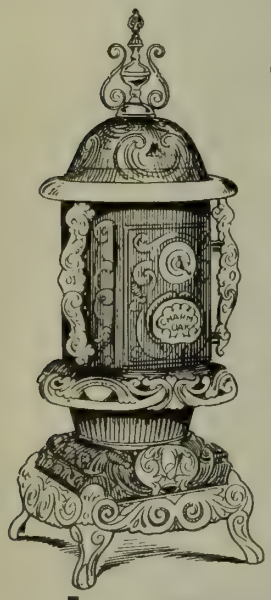
The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry anPark Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.



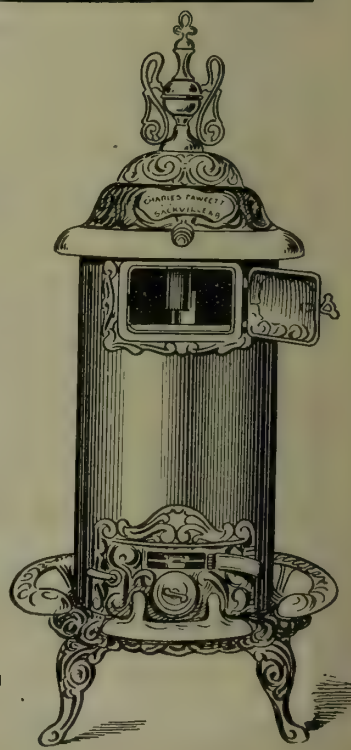
Easy to operate—Easy to sell

The latest triumphs in Fuel Saving and Heating Stoves are the two illustrated. The

"CHARM OAK" and "PERFECT HOT BLAST"
(on left) (on right)

In the "Charm Oak" a special construction does away with the smoke nuisance at the door so common in the Oak stove, and this stove is designed upon the latest lines for convenience and economy.

The "Perfect Hot Blast" is the latest and most up-to-date hot blast and smoke consumer on the market. It has extra large radiating surface and improved ash pit, shaking door and air-tight construction.



FAWCETT RANGES were awarded a Diploma and Gold Medal at the Dominion Exhibition at St. John this month.

They are pre-eminent for cooking qualities, durability and heating power.

Moreover, there is a splendid profit for the dealer handling Fawcett Stoves and Ranges. Send for catalogue and details.

The Charles Fawcett Mfg. Co., Ltd., SACKVILLE, N.B.

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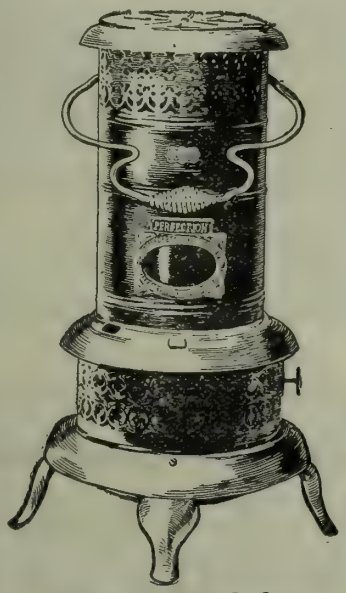
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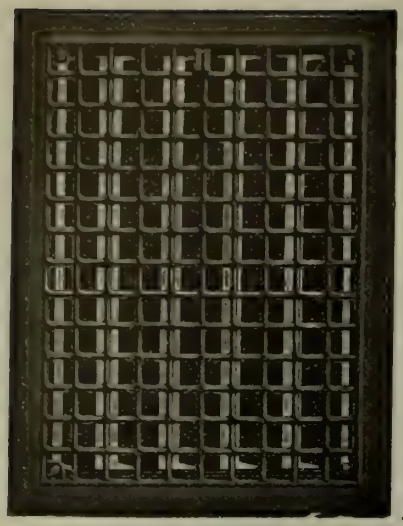
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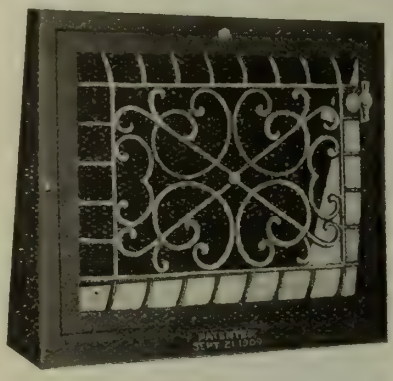
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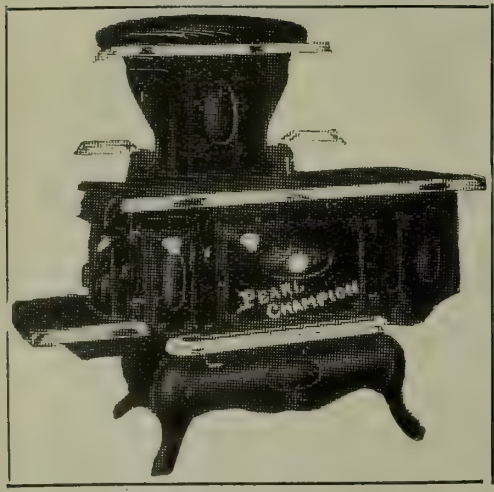
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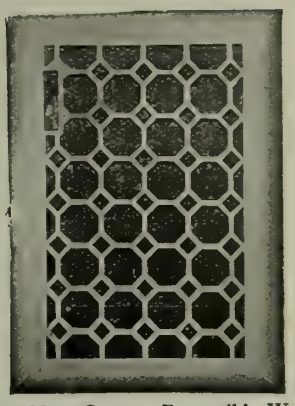
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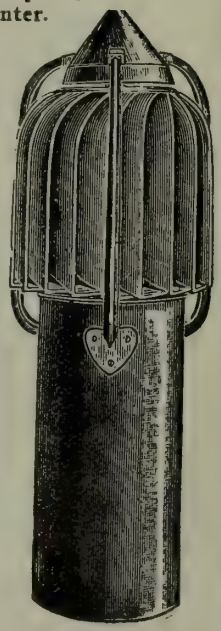
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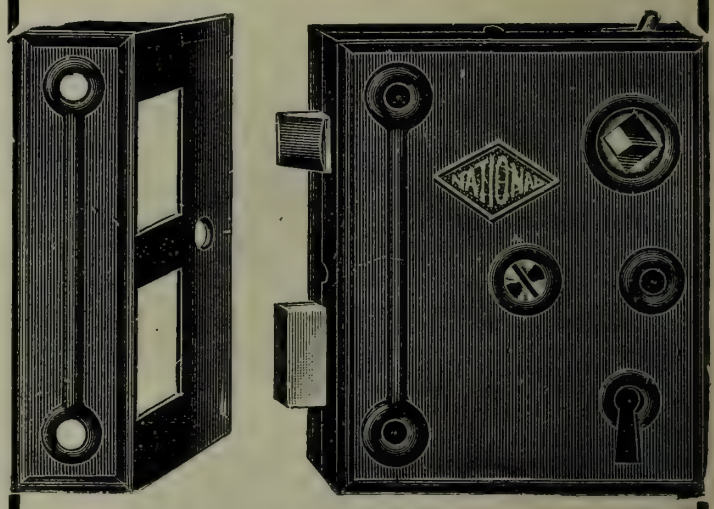
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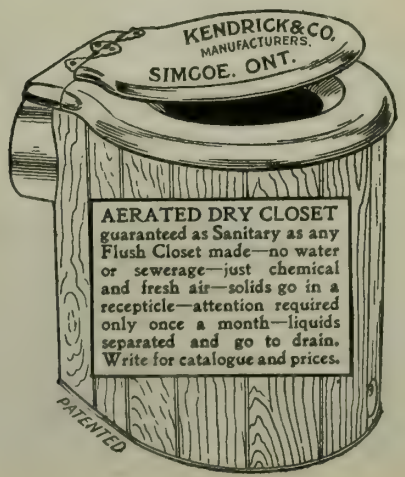
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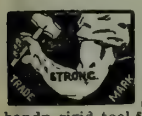
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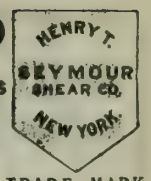


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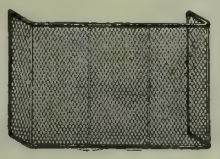
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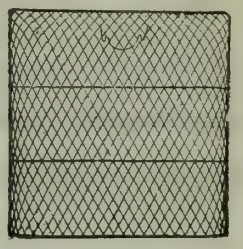


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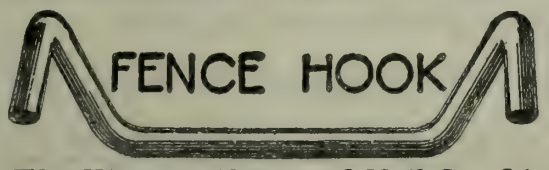
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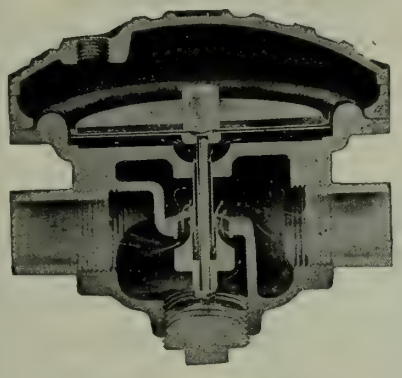
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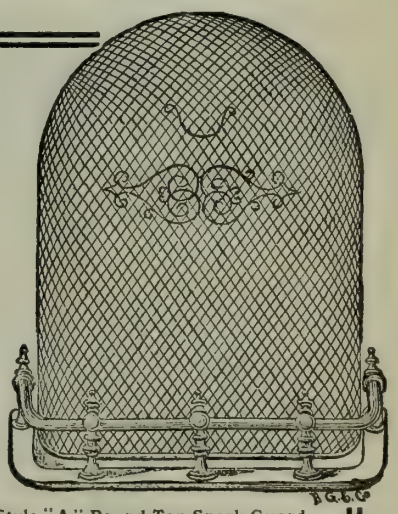
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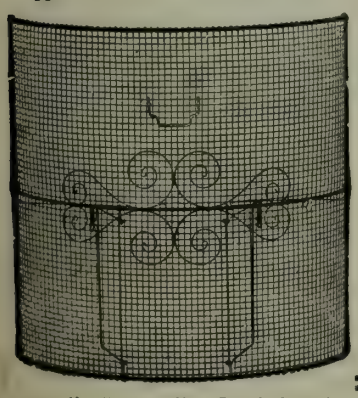
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GREENING'S SPARK PROOF WIRE GUARDS



Style "A" Round Top Spark Guard

Like all goods of Greening manufacture, they are strongly made and well finished, and are steady sellers and satisfaction-givers. There's a spark guard wanted for every open fireplace, and you can get your full share of the trade if you are handling the Greening line. All our Spark Guards are made of 6 x 6 mesh wire cloth, and will fit the grate closely. Style "D" is made to hook on to the grate bars, and style "A" stands on the hearth. Order at once.



Style "D" Open Top Spark Guard

The B. GREENING WIRE CO., LTD.
HAMILTON, ONT. MONTREAL, QUE.

PLUMBERS' SUPPLIES



Our lines include a complete assortment of Plumbing Goods of "Quality Standard."

"Morrison's" Fuller Cocks and J.M.T. Cushion-Disc Compression Faucets are noted for their excellence in quality and service given.

Our closet combinations contain our improved Ball Cock. Tank work carefully constructed and each fully tested before shipment.



"SIMPLEX"
Low Tank Syphon-Jet Closet Combination with Piano Polish Wood-work.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W. TORONTO

ADVERTISE YOUR ATKINS SAWS



Run some really catchy, attractive advertisements in your local papers. We'll furnish them free of charge. These are samples of the advertising plates that we'll send you **FREE**. They fit double column space, two inches high.

Select those which you wish and write us for them. Use them in your local paper or in printing circulars. They'll bring you more business.

If you will write us saying "How can I increase my sales?" we'll show you a sure and certain way.

E. C. ATKINS & COMPANY, Makers of Sterling Saws, Hamilton, Ont.

Head Office and Factory, Indianapolis, Ind., U.S.A.



"Automatic" Hand Power

MR. DEALER

Are you handling the right Vacuum Cleaner?

RIGHT IN QUICK SALES *RIGHT IN SATISFIED CUSTOMERS*

DON'T DELAY YOUR ORDERS.

THE "AUTOMATIC" HAND POWER and "ELECTRIC" VACUUM CLEANERS stand the test, being built along practical lines and exclusive features, which no other machines have. They do the work thoroughly and are built to last a life-time. Every machine guaranteed or money refunded.



"Triumph" Electric Vacuum Cleaner

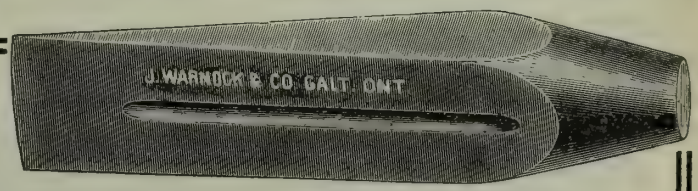
Our **"Automatic" Hand Power Cleaner** is positively so superior in power, durability, and simplicity of construction that it is in a class by itself. "BLOWS" as well as "SUCKS."

Let us get in touch, Mr. Dealer. Send for our Booklet and full particulars. We're with you for more profitable, better, bigger business.

WRITE TO-DAY, OUR DISCOUNTS ARE LIBERAL

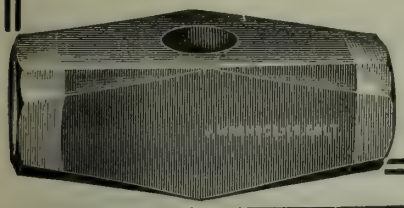
Onward Manufacturing Co.

BERLIN, - - - ONT.



Hammers & Edge Tools of Real Sheffield Steel.

We are manufacturing a complete line that is unequalled in quality by any other Canadian-made line and is not excelled in quality or finish by any line made in the world.



SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co., Limited

Galt Ontario

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONATRIO

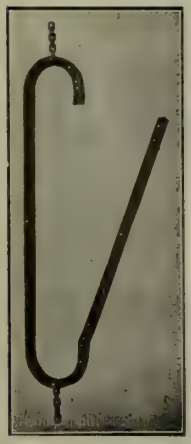
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**



Beath's Stanchion Cow Tie



A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada

Patent Pending OPEN

Patent Pending CLOSED

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Hardware business; turnover $30,000; 75% spot cash; well situated in rapidly growing western city. Lease two years and half to run, $200, $225, and $250. Stock $8,000. Cash $4,000, balance arranged. Box 1038, HARDWARE AND METAL, Toronto. (44)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros, Guelph. (25tf)

ARTICLES FOR SALE

FOR SALE—Files, assorted sizes; carriage bolts, tinners' rivets, Taylor's fire-proof safe, at bargain prices. CHAS. BURKHOLDER, Tillsonburg, Ont. (37tf)

FOR SALE

FOR SALE—1 Carter 100-Light Acetylene Gas Machine, in good condition. Will be sold cheap, The Geo. Taylor Hardware Co., New Liskeard, Ontario. (30tf)

SITUATIONS VACANT

HARDWARE CLERK—Must be temperate and good stock keeper. One capable of taking charge if necessary. State age, experience and salary expected. FRANK A. CHILD, Matheson, New Ontario. (47)

JUNIOR hardware clerk wanted. One with one or two years' experience in both shelf and heavy hardware. Must be strictly temperate. State age, when and where last employed. Steady job to good man. Ten dollars per week to start. F. Y. W. BRATHWAITE, Blind River, Ont. (41)

WANTED—Good general tinsmith at once. Steady job. Apply, stating age, experience, if married, and salary expected. Must be sober and reliable man. Box 1037, HARDWARE AND METAL, Toronto. (41)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

BUSINESS MEN, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N. J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers A. R. MacDougall & Co., Toronto, Canadian Agents.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 253½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock. Ont (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

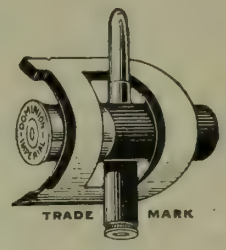
HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Dominion Ammunition

Shoots Best
Sells Best
Is Best



Every dealer knows how Quality has increased the demand for Canadian made Cartridges.

Every dealer should figure how his profits go up with his "Dominion" sales.

The big game season is on so do not lose 10% by not having a complete line of "Dominion" high power Cartridges on your shelves.

DOMINION CARTRIDGE COMPANY, Limited

AMMUNITION MANUFACTURERS, - MONTREAL, CANADA

Kemp's Seamless Savory Roasters

Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean



Prices on Application



FAMILY SIZE (17¼ x 11¼ x 7¼ INCHES)

No. 200 Finest Siemens-Martin Blued Steel
Made in Pearlware only
Case Lots - - - ½ doz.

HOTEL SIZE (19½ x 13 x 9½ INCHES)

No. 400 Finest Siemens-Martin Blued Steel
Case lots - ¼ doz.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

The Hardwareman's Fall Stove Selling Campaign

The Best Season to Push Stoves—Mail Order Competition Not Felt by Dealers Who Use Progressive Methods—A Thanksgiving Dinner Window Display Suggested—Personal Letters and Sales Stimulators — Samples of Stove Advertisements Used by Hardwaremen in Various Parts of Canada.

By Weston Wrigley.

October is one of the best stove selling months in the year and the retailer should use every force at his command to dispose of as many ranges and heaters as he can, while also rushing his furnace installation and tinsmithing staffs to the utmost extent in order to clear up as much work as possible before rough winter weather arrives.

While the range peddlers and the mail order houses make their competition felt in some districts they are not feared by stove dealers who know their business and take advantage of the advertising helps supplies by the stove manufacturers. A stove manufacturer who returned to Toronto last week from the Pacific Coast visited numerous towns in the Western Provinces and heard very few complaints regarding these forms of competition. It is, therefore, apparent that retail stove dealers have ceased to bemoan the loss of trade to competitors with more progressive stove selling ideas, and adopting new ideas themselves, they find that they are better equipped to serve local customers and but require energy and application to not only hold their own but also greatly increase their trade in spite of outside competition.

Stoves in the Window.

Stoves are bulky articles to show in the window but this objection should not prevent their use there. Even the smallest window can accommodate one range or heater, together with some kindred articles. And at certain seasons, during October, for instance, a special display can be arranged by utilizing the approach of Thanksgiving Day to arrange a harvest and Thanksgiving dinner window trim. A suggestion for such a display is shown in the accompanying sketch, a range, with a kettle and teapot on top and a roast turkey in the oven being the centre piece. Carving sets and cooking utensils filling in the background, with sheaves of wheat, stocks of corn and pumpkin as the trim in the corners and on the sides. "Cook your Thanksgiving dinner in a ———— range," would be an appropriate display card in such a window, while an ad in the local papers drawing attention to the window display might read:

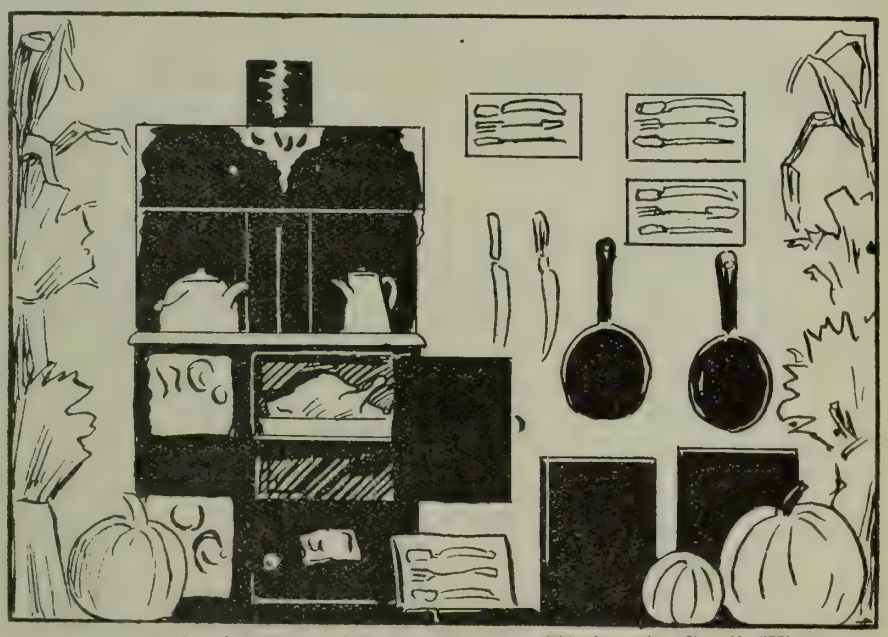
IT IS FALSE ECONOMY

to buy a cheap article, above all a cheap stove. If it's cheap in price it's certain to be cheap in quality. A stove is seldom bought—then buy the best. It pays.

It's a good plan to hitch up the ad. and the window together as if curiosity can be aroused by referring to the window in the ad, probable customers will make it a point to see the display. And once in front of the store the window, if it is an attractive one, will encourage customers to step inside. If the ad. writer, the window trimmer and the clerks work together sales are sure to increase.

Sales Stimulators.

If it is deemed advisable to offer some special inducement to encourage the movement of goods the merchant might offer "a turkey with every range sold before Thanksgiving Day" or "half a ton of coal free with every stove sold" cards announcing the offer being displayed in the window and a notice sent to the local papers for insertion in the reading columns.



Suggested Trim for Thansgiving or Harvest Window in Small Window.

Another plan to stimulate trade is to concentrate the entire efforts upon stove sales for one or two weeks in each year. For five years past the Powell Hardware Company have adopted this plan, with the result that they have sold more ranges in the five years than they did in ten years previous. They make this week sale twice each year, October 16 to 21 and Februrary 16 to 21, establishing two special sales on ranges each year, giving their entire attention to ranges those two weeks. They send out special invitations by mail three days before each sale begins and advertise in the local paper with a half page space two weeks in advance, besides circularizing the territory thoroughly. This has resulted in an increase on their general business in stoves, heaters and housefurnishings due to the thorough advertising done and it has also done more to decrease mail order competition than anything the firm has ever tried.

Personal Letters.

While newspaper advertising is undoubtedly the most important means of bringing stoves and ranges to the attention of possible customers, personal contact counts a whole lot and the merchant who makes a personal canvass for business has the best chance of making sales. It is impossible, however, to canvass everybody especially in the busy fall season so personal letters can be resorted to with reasonable assurance of their bringing results if carefully prepared, well printed and sent out on good paper to a carefully compiled mailing list. A saving of 50 cents or $1 on the printer's bill for a cheap job is poor economy on a circular which you hope to be the means of selling a dozen or more ranges.

In the compilation of a circular letter special attention should be made to grip the customer's attention in the opening paragraph in order to ensure its being read through to the end. Here, for instance, is a good sample of circular which might be sent to a list of customers who can reasonably be expected to pay cash for a good range:

My Dear Mr.....;

Your time is valuable, I know, but there is something very important on the subject of stoves and ranges that I would like to say to you. In brief, I have

now on exhibition at 183 Main Street, a magnificent assortment of the 1910 patterns in the famous ———— line. The new models are so exceptionally attractive and possess so many advantages in economy of fuel, cleanliness and durability, that I know they will appeal to you, whether you had expected to buy anything new in stoves this year or not.

Some interesting facts are given in the enclosed booklet, but it takes a personal inspection to appreciate what the ———— really are. I would feel honored by a call from you. Should you decide to make a purchase, you would have a stove or range that would be really worthy of your fine home, and a constant source of satisfaction to your family. If you don't buy, it will be a pleasure to show you the line, anyway.

An early call would enable you to reach a decision before the cold weather weather sets in.

Yours very truly

.....

Some Sample Stove Ads.

On the opposite page are nearly a score of sample ads. used by Canadian hardwaremen to feature stoves and kindred lines. There is quite a variety in style, some using cuts and others quoting prices, full descriptive matter is given in some while in others the hardwareman has been content to give a list of some of the goods to be found in his store.

The two Orillia ads., the Orillia Hardware and Gilpin's Hardware announcements are both likely to bring results. Liberal space is taken and the printer used good judgment in display. But thought and logical argument is put into the ad. copy and that is what counts. These ads. will repay study.

Lambert & Earle's ad. also contains a good logical talk on the quality of their goods and the necessity of goods of quality being used in the fruit preserving season. It is the best of two ads. sent to Hardware and Metal and the ad. writer and printer are to be commended for this sample of their work. It would be strengthened, however, by featuring some article as a leader and quoting an attractive price as an inducement to visit the store.

Don't Crowd the Ad.

The three single column ads. clipped from London and Napanee papers show three distinct types of ad. writing. Westman's Hardware use their small 3½ inch space effectively by having a striking introduction, a short talk and address in bold type. J. E. Young & Co., another London firm, do not quote prices but they repeat their catch phrase, "the little hardware with the big business" and feature a single line, saying just enough to allow a good display to be made.

M. S. Madole's ad. on the other hand, appeared in a small country paper where space is cheap and should have occupied at least double the space used in order to say as much as is printed in the four-inch ad. The printer cannot be blamed for its poor appearance —that is, providing he had stamina enough to tell the advertiser he wasn't going to get value for his money by trying to squeeze too much into his space. The long talk wasn't good copy either. It said:

> 1910 is half gone and now as we are starting the last half of the year we are glad to be able to say that we are satisfied with our spring trade. In fact, we did more business in June than in any previous month in the history of the firm, etc., etc.

That isn't the kind of talk which appeals to customers. They will judge a store's success by its appearance and the progressiveness of its window displays and ad. copy. A few personal friends may like to hear how a man is getting on, but their business is cinched anyway, and the ad. should be written to interest those who aren't regular visitors to the store. And just as the salesman who wrote that ad. never goes into strange stores unless he is induced to go there in search of some bargain he wants or some article he is in need of, so should he try to write his copy to induce strangers to visit his store. If he hasn't a bargain to offer tell something about his goods, something interesting and seasonable. And don't scare away possible readers by trying to say too much in the space taken. Display is as important in a newspaper advertisement as the firm's address.

Well-written Ads.

Albert E. Code's ad. is a well written personal talk in which he offers a bargain of two only two-burner oil stoves for $4.75 each, and follows this up with an interesting paint talk, prices being quoted on several lines. It is excellent copy, but too dull and commonplace in its display. The fault here appears to be with the printer. The style is uniform but lacks in attractiveness.

H. Coolican's ad. occupies about the same space and the printer has put life into the copy by bringing out in black type the lines and points which deserve special emphasis. The style adopted by the printer is uniform and his work will help to make the ad. bring results. The writer of the ad. is also to be commended for the preparation of his copy, although he has tried to crowd in just a little too much. A little more added to the opening talk about giving a stove to the lady of the house as a Christmas present, and the omission of some of the matter devoted to general lines at the bottom would have improved it some.

H. D. Moss' ad., written in an altogether different style, is also set in a very effective manner by the printer and deserves commendation as an ad. likely to draw trade.

Washing Machine Ads.

J. P. Straube wastes part of his space in the big heading devoted to "Pioneer Hardware." This might very well have been combined with the phrase "the hardware man" at the bottom of the ad. and the top line used for some such phrase as "Labor saving in the kitchen," "Let the machine do the hard work," or "Ever tried a washing machine?" Mr. Straube devotes his entire ad. to one line and if he follows this plan and changes his copy every week he ought to get satisfactory returns for the money spent.

Bent & Cahoon also feature laundry goods in their announcement, but their copy reads like the index page of a trade catalogue. Imagine a customer going into one of Bent & Cahoon's stores and after telling a clerk that she wanted some laundry goods to hear the salesman string off a list of all the goods the firm handled in that line. But he wouldn't do it. He'd pick on one article, explain it, emphasize its advantages over similar goods, tell the price and try to sell it. The ad. writer started off well with "Wash-day Sundries," but he fell down there and failed to use true salesmanship methods.

Descriptive Matter.

W. S. Piper's ad. writer also failed to take advantage of his opportunity. He commenced with the good thought that the iuppermos thought in every housekeeper's mind was a good range and then told familiar stories about "selling more than ever" and "best of their kind." A convincing sentence about the "Art Garland," and an invitation to visit the store and see it demonstrated would have been more effective.

Mark Dumond goes to the other extreme by making a most descriptive talk about his line. He says: "Your kitchen will never be complete until you have a Sask-Alta range. It possesses not only strength and beauty, but embodies as well the constructive skill that makes for the greatest utility at least fuel expense, etc." The ad. looks well, it has a goodly supply of white space to relieve its heaviness, but it would have been more effective if some points of emphasis and price talk had been displayed prominently.

Fred W. Karn's ad. appeared in a well-known daily paper and be it said to the shame of the publishers that this ad. looks far better than others of Mr. Karn's announcements clipped from that paper. The type is broken and battered out of shape, the rule work is bent and disjointed, the composition and display is very poor and altogether the appearance of the ads. is such that some merchants would refuse to pay for them. Mr. Karn uses some good ideas in his ads. and he changes them constantly, but he ought to insist that the printer must co-operate with him in making the ads. attractive to the readers of the paper he pays good money to put his message before.

Connor & Livingston use a small double column space very intelligently, giving considerable descriptive matter and the price of each stove and range mentioned. Their ad. occupies less than half the space used by W. D. Cameron, and it is safe to say that it will sell double the quantity of goods, disposed of by the larger ad., which merely contains a list of goods.

Get What You Pay For.

Too many men think only of the money paid for advertising when they

sign an order for the ad. or a cheque for its insertion. But the cost of the space should be considered every time copy is prepared and an effort always made to write matter which will interest readers and induce a sufficient number of them to visit or send to the store for goods. While the value of newspaper publicity cannot be judged solely by the direct results secured, it having value in building up and maintaining the prestige and good will of the store, the copy which will "pull" direct results is worth a whole lot more than that which merely lets possible customers know that the firm is still in business and a new proprietor has not yet taken over the store.

THE ORILLIA HARDWARE CO

IT'S A WISE PERSON



Coal and Wood Heaters from $8.00 up

Who Buys Stoves Early

You always hear a great deal about how thick the walls of your house are and how little heat is needed But when the winter comes, it comes fast, and you don't like to bother then with Stoves. Now is the time to talk Stoves, and we don't know of any better line of Stoves than those in our stock, or we would be handling them



Base Burners from $20.00 up

PRICE QUALITY DURABILITY SATISFACTION

These are the fundamentals The Stoves we sell are built on honour Let's "get busy" and fix up your kitchen or living room. Bring us your stove troubles and we will try to help you out. We always feel better after we have helped someone

See our Second-hand Heaters, going at Half Price

THE

Orillia Hardware Co.

All Orders Promptly Delivered Phone 24

STOVE POTS and PRESERVING KETTLES



PREMIER Enamel Ware

When you preserve fruit you require absolute certainty that your granite pots and kettles are free from little chips and spots.

PREMIER ENAMEL WARE is made by one the most up-to-date manufacturing plants in Canada, operated by expert workman who have an interest in maintaining the high reputation of their product.

Every piece of Premier Ware is reliable and it costs no more than other lines. When you require a fresh piece why not try Premier. We can tell more reasons why it is best when you come in

LAMBERT & EARLE

Gurney Oxford Stoves. "Expert" Machine Oil.
Premier Enamel Ware. Keen Kutter Tools.
Undertaking and Embalming.

GILPIN'S HARDWARE



People who Marry in Haste

often have the experience promised by the proverb of "repenting at leisure." The same argument in favour of forethought and circumspection applies to choosing a stove. Buying an expensive stove generally means that, for better or worse, you are wedded to it for life. If it happens to be a good stove, that means a life-time of comfort, of health from proper cooking, and of economy in fuel. If, on the other hand, you are saddled with a poor and unsatisfactory baker and heater, there is no computing the years of discomfort and waste which follow

We sell (we believe) the best Range made or sold in this Dominion. It is called

The "Canada"

and represents the best that has been achieved by many years of experience and experiment in looking for perfection in this line. Buy no stove till you have seen the "Canada," and allowed us to show you the points in which it excels all others. It is simply perfect. Scores of ladies now using it will tell you so Not one of them has a fault to find with it. Don't marry yourself in haste to some inferior range or stove, and repent at leisure when you see how much better your neighbours have done by coming to us.

A splendid range of other Cooking Stoves and Ranges, and the best Heaters in the market, in all sizes and prices.

GILPIN'S HARDWARE

Dangler Blue Flame Oil Stoves Burn Barrels of Air

WESTMAN'S HARDWARE

1910

M. S. MADOLE

The Little Hardware

Refrigerators At Cost

See Our Family of Washers

J. E. Young & Co.

111 DUNDAS STREET
2 doors east of Talbot street

CODE'S HARDWARE NEWS

There will be two lucky housewives this week

I will this week sell to the first two applicants a regular $6.50 standard 2 burner oil stove, complete with wicks and flame shield, for exceedingly low price of $4.75
Remember there are only two at this price

Extra quality galvanized sprinkling cans . $1.00

My sale of Sherwin Williams paint has never been as large as this year, which goes to show that the people of this district want the best that can be had and the Sherwin Williams products to every house the standard of excellence I will guarantee that no a new surface or interior previously painted that I put on it will come off no flies roots I have a good stock on hand in different lines Call for color cards

Grass seeders good strong blades, made of finest steel, at price 75c

I have been fortunate in securing 15 lbs of Paris Green

In paste board boxes per pound 40c
In tin boxes per pound . . . 45c

ALBERT E. CODE, MORRIS.



ALMOST THE FIRST THING EVERY HOUSEKEEPER THINKS ABOUT THESE DAYS IS A GOOD STOVE AND WE'RE SELLING MORE THIS YEAR THAN EVER BEFORE. OUR GOODS OF ALL SORTS ARE THE BEST OF THEIR KIND, INCLUDING THE WORLD'S BEST THE **ART GARLAND**

W. S. PIPER
HARDWARE FURNITURE MANTELS

PIONEER · HARDWARE

BLANKET WASHING

Blanket washing time is now here, and we have the goods that leave no harsh results

See Our Display of Washers

The Gee Wee, Western Star, Daswell, New Century, White Cloud and the Gur Metals. They are all honest. Price range from $3.90 to $15.00 Liberal discount for cash Call and see them No trouble to show goods

J. P. STRAUBE *The Hardware Man, Trehorne*

It Would be a Sensible Gift For Christmas

To get the cash of the home that stove she has been wanting so long In Ranges we have the

IDEAL FAVORITE—6 holes cast iron range for coal or wood—high closet—highly nickled and tiled back Regular price $47.00 for Christmas spot cash only **$39**

CROWN FAVORITE STEEL RANGE—Six holes, coal or wood, high closet—Regular price $45.00 For Christmas, Spot Cash only **$29**

THE CAPITAL FAVORITE STEEL RANGE—Six holes coal or wood high closet—Regular price $40.00 For Christmas, spot Cash only **$31**

THE UNIVERSAL FAVORITE STEEL RANGE—Six holes coal or wood, at each for wood high closet square Regular price $45.00 For Christmas, spot Cash only **$37**

THE UNIVERSAL FAVORITE STEEL RANGE—Same as above with set closet of a reservoir Regular price $50.00 For Christmas, Spot Cash only **$42**

THE ROYAL FAVORITE WOOD COOK STOVE—The Premier Friend —Price $45.00 to $60.00 Special Reduction in this line of 10 PER CENT OFF for Spot Cash, for Christmas

HEATERS of every description 10 Per Cent Off for Spot Cash for Christmas

A number of second hand Wood Cook Stoves from $7.00 up

Bargains in coal Christmas Parlors, at half price for Christmas Wringers Wash Tubs, Mops, Brooms Everything in the Housefurnishing line

Highest cash prices paid for Rubber and Furs

The Never-Fail Oil Can is giving perfect satisfaction to all who have used it. Gets the family's confidence on the free trial for 30 days.

H. COOLICAN

O'BRIEN BLOCK RENFREW

THE STOVE STORE

PERFECTION OIL HEATER

AMERICAN COAL OIL

$4.50 EACH

THE PANDORA

THE CANADA STEEL RANGE

Price $45.00 to $55.00

HEATERS $4.00 UP

Extra Stove Polish, 10c a Box

Highest Cash Price paid for all kinds of Furs and Skins.

PHONE 27. **H. D. MOSS** RENFREW

Your Kitchen

will never be complete until you have a "Dunn-Alba" Range. It possesses not only strength and beauty, but sanitation as well, the construction and that makes for the greatest utility at least fuel expense. "Dunn-Alba" Ranges are made in the oldest and largest stove foundry in Canada and manufacture, consequently of the best materials obtainable and to the most approved standard

It is constructed with a view to Warm to adjustability suited for two-months cooking

Following are a few of the features that make it the best all-round range in Canada.

The grates are double duplex (patented) and used only on "Dunn-Alba" ranges. No one grate can be operated independent of the other, and in shaking down the fire no waste of fuel occurs. Ordinary grates allow fire to fall through on the ash pan. Consequently heat is causing waste. Long fusion grates can be used if desired.

A direct draft damper (patented) is at the front of the range, and operating it removes no smoking over the hot cooking plate as with other ranges having the draft at the back. "Dunn-Alba" patented side grate is another cooking feature.

The lift top (patented) opens on this heater or toaster can set level, and, therefore, cook or broil evenly. Most other ranges have the fire box across. The fire or door on "Dunn-Alba" can be opened independently of the lift top.

The smoke pipe can be connected either on left or at back of range. If connected at back, the entire cooking top can be used for cooking, giving more surface than other ranges.

The cooking top is burnished (not ground), leaving a polished surface which requires little polishing to keep bright.

Automatic drafts are at both ends of fire-box to eliminate the fire at either end.

The ash pan is extra large and has steel shelves to divert all ashes into pan.

Oven rests well is flanged preventing all heats, and giving uniform flours.

The reservoir (patented) is so made that it can be connected or detached by any person, as he is at times being necessary.

Polished edge is removable when cooking is necessary

Adjustable asbestos front shelf with nickelled edge.

Fires are fixed so a attempt to retain the heat in the oven

Water fronts can be had for heating boilers of any size.

Panel shelves are high and wide. The spacing and adjustments are ready to put up. Some improvements to Dunn-Alba ranges at moderate and practical. Dunn-Alba body of stove material for the price and is a winner, no other range can be so true.

High warming shelves or high warming ovens can be connected at any time.

Send for free, handsomely illustrated booklet about the "Dunn-Alba."

Below great bargains also in odd sizes of stoves and ranges, which we are clearing out at 10 per cent. below regular price.

Refrigerators

Our refrigerators will keep anything you put in them, whether it be ice, or food. They are very easily cleaned, and are economy to every purchaser. We have them at 10 per cent. off regular prices from $16 up.

Mark Dumond

Wash Day Sundries!

Mangles Iron and Wood Frame Wringers, Wire Hoop Wood Wash Tubs, Galvanized, Iron Wash Tub Tin Wash Boilers, Copper Wash Boilers Galvanized Iron, Wash Boilers, Brass Crystal, Nickel and Enamel Wash Boards, Wash Tub and Wringer Stands, Bosom and Sleeve Boards and Irons, Ironing Boards and Ironing Tables, Clothes Dryers and Curtain Stretchers Enamel, Tin and Galvanized Buckets, Asbestos Mrs. Potts and Common Sad Irons, Galvanized Clothes Line Wire, Clothes Line Ropes, Clothes Line Pulleys and Hooks

BENT & COHOON

New Glasgow and North Sydney C. B

Hardware Specials

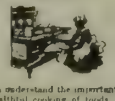
NEW PROCESS GASOLINE RANGES
No. 9 K—$55.50 for $51.50 No. 7 K—$46.50 for $26.00

GASOLINES STOVES AND OVENS
2 Burner—$5.25 for $4.00 3 Burner—$7.00 for $5.50
1 Burner Oven—$2.80 2 Burner Oven—$3.25

:: RANGES ::
Do you want a good range cheap If so look at this
One only—Kootenay 6-9 in holes 24 in oven for only .$54.00
One only—Nova Alba 6-9 in holes 20 in oven for only . . 54.00
One only—Enterprise 6-8 in holes 20 in oven for only . . 51.00
Also a number of other specials in Barb Wire, Nails, Screws, Steel, Fence Wire

CONNER & LIVINGSTON

Open Ventilation and Good Cooking



Few women understand the important part fresh air plays in the healthful cooking of foods In the latest model Happy Thought the manufacturers have provided for it by a patented ventilating device. The oven door of every

Happy Thought Range

contains a register damper through which the air is admitted and heated as it enters. By this means the oven is kept perfectly fresh, all steam and odors being drawn off through a tube in the oven and finally to the smoke pipe

FRED. W. KARN, - WOODSTOCK

West End Hardware | West End Hardware

CLEARING SALE

—ON—

Screen Doors and Windows.
Lawn Mowers, Hammocks, Refrigerators

In order to make room for our large shipment of fall goods, we have decided to clear the following goods at sacrifice prices Call early and get your choice.

6Ft. Screen Doors for 70c		$3.50 Lawn Mower for $2.65	
$1.00 Screen Doors for 85c		$4.00 Lawn Mower for $3.00	
$1.25 Screen Doors for $1		$4.50 Lawn Mower for $3.50	
$1.75 Screen Doors for $1.50		$5.00 Lawn Mower for $3.75	
7Ft. Screen Doors for 75c		$5.50 Lawn Mower for $4.50	
8Ft. Screen Doors for 85c		$6.00 Lawn Mower for $4.75	
9Ft. Screen Doors for $1		$1.50 Hammock for $1.10	
10Ft. Screen Doors for $1.25		$2.00 Hammock for $1.50	
Wire Screen Windows for 25c		$2.50 Hammock for $1.90	
Wire Screen Windows for 30c		$3.00 Hammock for $2.50	
6Ft. Screen Windows for 35c		$3.50 Hammock for $2.75	
8Ft. Screen Windows for 40c		$4.00 Hammock for $3.00	
$10.00 Refrigerators for $8.50		$5.00 Hammock for $3.75	
$12.50 Refrigerators for $10.50		$6.00 Hammock for $4.50	
$15.00 Refrigerators for $12.50			

We have just received a shipment of FLY OIL, which will absolutely kill the flies on cattle and horses.

GASOLINE STOVES

SEASONABLE GOODS

Pastime Washers
Malleable Ranges
Stepless Paints
Sunshine Furnaces
No. 9 Coil Spring Wire
Barb wire Plain wire
Nails
Galvanized Cisterns
Eave Troughing
Builder's Hardware
Well assorted stock
Prices Right

SEASONABLE GOODS

Townsley Lightning System
Arresters the Best

W. D. Cameron

Some Good and Bad Specimens of Stove Advertisements Clipped from Canadian Newspapers.

An Active Fall Sporting Goods Season Expected

Making a Success of the Department—Pointers to be Followed by all Merchants—Gymnastic Supplies are Worth More Prominent Attention—A Window That Proved a Good Draw—The Renting of Guns Should be Considered — The Promotion of Shooting Tourneys—Order Confidently.

Reports from all over the country are presaging a fine sporting and athletic season. Game is very plentiful, while in all directions preparations are in vogue for giving vent to the rapidly developing desire for recreation that is being shown generally by the younger generation. As one hardwareman said recently there never was a better opportunity for a dealer to make money out of his sporting goods department, if he only took the trouble to give the lines a chance. "In what way?" he was asked, and the answer was, "by good intelligent displays; by giving the goods a prominent location in the interior, by taking an interest in the purchase of each customer; and by acquiring a reputation in the community for being a devotee of sport oneself." There is no doubt that these remarks succinctly sum up the situation.

If a merchant only follows out the advice he is bound to make a success of his sporting goods department, and it must not be forgotten that a successful fall season not only means a good profit extending over this term, but that the merchant at the same time is more firmly establishing his position as the sporting house of the the community. This is a very valuable asset. Once become recognized as the "right" store and sportsmen will flock to the merchant.

Sporting Window Display.

Sporting displays should be run regularly now, and care should be taken that all the branches have equal share of attention. For instance some merchants think that the only display worth showing is a gun and ammunition one, and that football supplies and gymnasium outfits are not sufficiently interesting. This is a great mistake. Hardly any line which can be fairly described as "sporting" is without some points of attraction, even to those who are not of a sporting frame of mind. Even the simple home developer, we venture to say will command more attention than many a prominent article of hardware.

A window should certainly be devoted occasionally to gymnastic supplies. Here there is a consumptive field that is ever widening as the various organizations realize the value of physical exercise both to young and old. Very few social organizations are now without gymnasiums, especially in the larger communities. But there is a great scope for merchants in less populated districts. Many a country district must offer a fine opportunity for a dealer to encourage the physical exercise movement. If there is a social club already in existence then his work is so much easier. If not then he should start to agitate for some such organization, and offer his services in promoting it. Many hardwaremen are not alive to their opportunities. They do not seem to realize the advertising they can do if they only got out among the sporting men of the community, and pushed forward the means whereby sport and physical exercise can be indulged in.

A Competition Window.

In regard to the display of hunting lines one merchant found that very good advertizing resulted from a competition window. He made a trim of shot gun shells, and offered a prize in the shape of a hunting coat to the competitor guessing nearest the number of shells in the trim. This was rather a good idea as it did not interfere with the whole window, and thus the merchant was enabled to show other lines as well. The great fault of many of these competition windows is that they spoil the outline for other goods. A good way to interest the sporting men in the store is to post bulletins as to prospects for sport in the various sporting districts reached from the locality, and the luck that the early sports are having. All such things are helpful to the hunter and is appreciated by him. It induces him to visit the store, and familiarizes him with the place, so that in future if he wishes to buy anything of a sporting nature he instantly thinks of the store, and instinctively turns his steps towards it. The same with any athletic series going on. Post the results so that the store gets identified with every sporting movement that is on foot.

Renting Guns Helps Trade.

Merchants should pay more attention to the renting of guns than they do. Not only is this a good means of making a profit on old stock, but it is a fine way of developing a furure customer. Many a young fellow, invited out for a day's sport, has to refuse because he cannot put his hand upon a gun, and there is no opportunity to rent one. Supposing that the merchant can supply this man with a good weapon. The latter goes off, gets a good days's pleasure, even though he may shoot little else than the branches of the trees. He becomes enthusiastic, however, and makes up his mind forthwith to go in for the sport properly. Thus the renting of a gun means a good sale to the merchant. In the renting of guns the merchant is indirectly building up future business. Leaving out the question of rent there is the sale of ammunition to be considered, and other odds and ends that the renting necessitates. Of course the merchant must not take brand new guns out of stock to rent them, but we venture to say that there are very few stores who have not one or two guns that could not possibly sell as new lines which would come in very well for guns to rent.

Promote Shooting Meets.

We have often advocated the promotion of shooting meets as an excellent way not only for advertizing the store, but as a direct bringer in of business. A shooting tournament was recently pulled off by a hardware store in the States, and it was so successful that the attempt is worth describing. The firm undertook the whole burden of the affair. It not only arranged for the prizes and other expenses, but published a programme and sold the advertising space to various sporting goods makers. The advertisements were intermingled with the pages containing the programme and other information concerning the meet. The large jobbers and manufacturers were asked to help in the prizes, which they did. The tournament lasted three days, each day having its special programme and being set aside for a certain kind of competition, so that the contestants could plan their entries according to their tastes. The first two days were devoted to clay targets, while on the last day there was a special programme of live birds. In addition to the regular prizes a number of small ones, such as gold scarf pins or little hunting accessories donated by some of the firms advertising were offered as consolation prizes. The meet was a great success. In a venture like this the dealer does not look for any immediate profit, but only for future ones. He must be content if he comes out on the right side. All he should care about is the success of the undertaking. On the other hand he has done his store a great amount of advertising, and his reputation has gone up in the minds of all who are sportingly inclined. This means dollars and cents later on.

Upbuilding the Department.

An authority writing on the promotion of the sporting goods business says that one of the best means is for a merchant to be a good fellow and cultivate a personality that creates the impression in the mind of every customer visiting the store that the dealer has the desire at all times to do anything in his power to promote the interests of the customer. This personal touch to the business is often a very important factor in the success of the sporting goods department where the class of custom is, in many ways, different from that of buying other kinds of merchandise. The stores that cultivates it gets the business, and the merchant should try and instil it in his clerks as well as himself. If customers want to see goods, show them all you have, and let them look as long as they want to look. Give them the impression that it is a pleasure to serve them. More than that bring out the new things for their inspection, since even if a sale is not made, it is a chance to advertize the novelties to an advantage.

The stocks of skates, hockey sticks, snowshoes, should be carefully looked after, and the dealer should place his order with the jobber as soon as possible. Indications are that a fine consumptive demand will show up for these lines and remembering the difficulty that many dealers had last year in sorting up in some sizes owing to the demand it would be well for merchants to buy in better strength. Snowshoes were somewhat slow last year, but the weather was not altogether too favorable, and lumbering operations none too good. There is no reason, however, why the weather should not make full amends this time, and certainly lumbering prospects are much more favorable. In all directions, therefore, things look good, and the way in which sporting goods are moving from the jobbers show that many dealers are confident as to their sporting demand this fall.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature That the Correspondent Does Not Desire Publicity, he Can Use Initials or Nom de Plume.

Caldwell's Lightning Bits.

A. Koenig, Paris, Ont., asks the name of the makers of Caldwell's Lightning Bits.

Tower & Lyon Co., 95 Chambers Street, New York.—Editor.

Go-Cart Wheels.

J. D. Quail, Fernie, B. C., asks for the name of the manufacturer of a machine which can be used to put on new tires on go-carts, baby carriages, etc.

Gendron Manufacturing Co., Toronto. —Editor.

Stove Repairs.

A. E. Dickson, estate of M. S. Sutton, Andover, N. B., asks for the name of the firms making the "Toronto" and "Semi-Plain" cook stoves.

Can any reader supply this information?—Editor.

Sewing Machine Repairs.

James Kingsboro, Coldwater, Ont., asks where repairs for Empire sewing machines can be bought. The address on the machine is the Empire Sewing Machine Co., Toronto, but the postal authorities cannot locate them.

The Empire was formerly sold by E. C. Hill, Toronto, who sold out to the T. Eaton Co., who can supply repairs. The legs are made at Guelph, the table at Hamilton and the head in the United States.—Editor.

Laundry Dryers.

W. J. Hermiston, Walkerton, asks for the name of a firm making or handling hot air laundry dryers.

Meyers Bros., Church and Lombard streets, Toronto, have been asked to send catalogue of their laundry supplies.—Editor.

Cream Separator Repairs

R. C. Puddicombe Co., Ayr, asks where they can get repairs for Oxford Cream Separators, formerly made at Durham.

W. J. McFadden, Durham, can supply these. If rubber rings are required, the rings used on the "Capital" fit the "Oxford."—Editor.

Furniture Trade Paper.

J. B. Furness, formerly a hardware merchant at Sunderland, Ont., and now in the furniture business at Acme, Alta., asks if the MacLean Publishing Company publish a furniture paper.

No. The James Acton Publishing Co., Toronto, publish the Furniture and Upholstery Journal, monthly. $1 yearly —Editor.

Tin Pattern Books.

Richard Howes, Lumsden, Sask., asks for the prices of the "New Metal Worker Pattern Book," and the "Tinsmith's Helper and Pattern Book," pocket size.

These books can be supplied in Canada by the Technical Book Department of the MacLean Publishing Co., Toronto. The price of the first named is $5 and the latter $1, postpaid.—Editor.

Slate Roofing

Turnbull & Cutliffe, Brantford, asks where they can buy slate cutting and punching machines, and also addresses of Canadian and American slate dealing firms.

John D. Emack, Stephen Gerrard Building, Philadelphia, sells the machines and also deals in slate. The Slatington-Bangor Slate Syndicate, Slatington, Pa., is another concern selling to the trade. The Rockland Slate Quarries, Rockland, Quebec, sell their output through the Roofers' Supply Co., Toronto.—Editor.

Stove Repairs.

A. W. Holliday, Millbrook, asks where he can procure repairs for Regal Peninsular heaters, manufactured by the Laidlaw Manufacturing Co., Hamilton.

The Regal Peninsular baseburner is now made by Clare Bros., Preston, Ont., from whom repairs can be secured.—Editor.

Address of Toronto Firm.

A. W. Holliday, Millbrook, asks for the adress of the head office of the Ontario Lime Association.

Write 118 Esplanade street east, Toronto.—Editor.

The clerk who begins to be discouraged will feel better if he stops to realize that the man who owns the store to-day was in his position some years ago.

A HARDWARE ENCYCLOPEDIA.

This "Letter Box" page is capable of being made the most interesting department in Hardware & Metal, if retailers, traveling salesmen and clerks assist by forwarding enquiries regarding any subject directly or indirectly connected with the hardware trade.

The questions asked by one reader will probably be of interest to dozens of others, so there cannot be too many questions forwarded to us.

Ask us. We probably know, and if we don't we'll try to find out.

ANOTHER BIG MERGER.

Announcement was made in the daily papers this week of the completion of the organization of the Steel & Radiation Company, Limited, referred to in Hardware & Metal of August 10.

At a meeting held on Sept. 31, arrangements were completed for the taking over by the new company of the plants of the King Radiator Company and the Expanded Metal Co., both located in Toronto, and on Oct. 5 the deeds concerning the transfer were registered. The companies will continue for a time, however, under their former names.

The capitalization of the new company is $5,000,000, one-fifth of which goes to the promoter, G. H. Brown, for promotion purposes, and the balance, it is planned, will be issued as additional companies are taken in. Negotiations are now on with two radiator companies to join the merger. The officers of the new company have not as yet been announced but R. J. Cluff, formerly manager of the King Radiator Company, is to be manager of the combined companies, and it is understood that Wallace W. Near, president of the Ontario Iron and Steel Company and the Page-Hersey Iron and Tube Company, with plants at Welland and Guelph, is to be president.

Behind the present merger a still larger consolidation is in contemplation. It is said that the Ontario Iron and Steel Company declined to enter the Steel Company of Canada $25,000,000 merger, the men interested having in view the formation of another big consolidation of iron and steel producing and consuming concerns, the present Steel and Radiation Company being merely the first step towards the ultimate aim, just as the merging of half a dozen companies into the Canada Bolt and Nut Company was a step towards the Steel Company of Canada merger.

Asked regarding the advantages accruing from having a consolidation of concerns such as the Expanded Metal and King Radiator companies, Thomas Horne, manager of the Expanded Metal Company, said that there would be savings made by using the same sales staffs for selling the products of both companies, all of which are used in the building industry and specified by the same architects. He further said that there would ultimately be savings in manufacturing by having the same company control iron furnaces and subsidiary companies which would use the products of the furnaces.

Rigid examination of all one's tendencies and a determination to do business regardless of untoward conditions will generally be sufficient to remedy any difficulty which may arise in a retail grocery business. Outside influences may be made beneficial, but it is the work done inside that is, after all, most potent in modifying the conditions that reduce, or destroy, profits.

HARDWARE AND METAL

Established 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN – President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO - - - - 143-149 University Avenue Telephone Main 7324

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MONEY IN SIDE LINES.

A merchant should carry as many side lnes as his experience, intelligence and business acumen tells him there is good prospects for, and having stocked those lines he should be sure and display them not intermittently but in regular order and try if possible to make the windows have a stimulating effect so that even the person who first on seeing the line has no desire to purchase will be so enticed that in the end he will be compelled to buy. It is a mistake to assume that people know very well that the store carries these lines because most of us are very unobservant unless our attention is forcibly called to anything. A great thing is to make the store become recognized as the "house" for a particular line. When a person thinks of gas fixtures, burners, etc., let him by reason of those displays think at once of your establishment and so with electrical fixtures, sporting goods, fancy articles or whatever it may be. Once the community is thoroughly convinced that they cannot do any better than go to your store when they want a certain article then the merchant is on the high road, and he has only to keep that trade by courtesy and fair dealing.

It is well for the merchant to take time by the forelock. For instance, there may be a district in which there is no electric power at all but this will come sooner or later and directly a merchant hears of any move either by a factory to instal its own plant or by a corporation to go in for supplying public power then he should at once start to direct people's attention to the fact that his is the store for electrical fixtures. There is no need why he should put in much stock until the demand is at hand but he can by a judicious arrangement of a few lines accustom people to the fact that he does carry these things and so when the time comes for lamps and other electrical accessories then the district will at once think of his store. Fixtures are not cumbersome to carry. They do not mean a very tremendous outlay for stock purposes and yet they add a great deal to the merchant's opportunities for trade and as we said lend themselves to any scheme of general display.

HOW WE HELP RETAILERS.

An instance of how retail firms can profit from the assistance given by Hardware and Metal's staff through the "Letter Box" department, is the experience of La Compagnie Martineau, of Quebec City, who recently asked us to supply them the name of firms manufacturing life preservers. Acknowledging the receipt of the information from Hardware and Metal, they wrote as follows:

> "Accept our best thanks for your report on life belts. We have made $50 on our purchase, and this is purely owing to the information you gave us. There is no hardware firm which will not succeed if they read your journal carefully, and follow its advice."

The "Letter Box" department has now grown to be one of the most interesting pages in Hardware and Metal, the inquiries covering a variety of subjects having an intimate or remote connection with the hardware trade. No matter what the inquiries are, however, so long as the answers will help readers of Hardware and Metal in any branch of their business. the members of the editorial staff are at the service of the subscribers to the paper.

BROOM PRICES GO DOWN.

Broom prices have come down from the high figures which were the result of crop failure last year in Illinois, Oklahoma and Kansas States.

Brooms will soon once again be sold at 25 and 30 cents, as was the case before last season's peculiar conditions. In fact, manufacturers state that they have been able to purchase this year's corn at such a price as to be able to do this. It may, however, be a few weeks yet before they will be manufactured, although orders are now being taken for them at the lower prices.

Reports from the broom-corn district, however, indicate that the corn for manufacture of the cheaper broom is not more than the average, and it is only being offered in very restricted quantities.

The corn used for the better quality brooms, those which will sell from 40 to 50 cents retail, is fairly plentiful, and the quality is good.

Since the high-priced brooms have been on the market consumers have been accustomed to pay more than they previously did, and retailers say that they do not believe their particular customers will go back to the lower price. They will rather prefer a better broom at 40 or 50 cents. It lasts longer, is much easier on carpets, and gives all-round general satisfaction.

The more a dealer can educate his customers to a better quality of broom, the better will he satisfy them and the more confidence will they place in his judgment on other matters—and he makes a better profit.

HOW GERMANS SECURE TRADE.

An example of the thorough manner in which German manufacturers seek business is provided by a circular recently issued by the Export-Verein of Saxony, inviting its members to take part in a study trip through Canada for the purpose of gaining an idea of the possibilities of this country as a market for German goods.

The abolition of the Canadian surtax, which practically closed Canada to German goods, has cleared the way, and this forthcoming tour serves to show how thoroughly Saxon manufacturers mean to take advantage of the opportunity.

The trip will extend over several months, so that those taking part are evidently prepared to expend a considerable sum in the confidence that subsequent business with Canada will more than justify the initial outlay, and during the next two or three years we may expect to witness the inauguration of a widespread and scientific campaign having as its goal extensive German participation in the Canadian import trade.

German manufacturers have been directing considerable effort of late to increase their trade in Southern Russia and are said to be succeeding in securing the substitution of Westphalian goods for Sheffield and Birmingham products. The German travelers are keen for business and by hunting up buyers and studying their requirements they frequently succeed in getting orders away from British manufacturers who do business on more conservative lines and whose travelers are inclined to be less obliging in supplying the requirements of customers if they are out of the ordinary run of their products.

The young German salesmen not only offer to sell German goods, but the pro-

ducts of manufacturers in other countries in order to win the favor of customers, but once they get a foothold they switch the business to the German houses if at all possible. For example, the German salesman is too wise to insist that his own special wares are better than British goods.

"Oh, I shall be most happy to take your order for files, tools, or whatever it may be," he will say. "I can deliver f.o.b. Hull in £. s. d., with trade discount. Credit? No, it can't be done. English makers require cash against bill of lading, for which they allow an extra discount of 5 per cent. But if you want credit you have Herr Deutcher's goods of equal quality, delivered at your door, payable in roubles in six months after delivery."

The shopkeeper knows well enough that the "equal quality" is a snare, but under the circumstances he can make more money by the inferior goods, and does not find it to his interest to stock British goods.

SELL ACCESSORIES ALSO.

When you sell a stove—a range or a heater—do you just sell a stove, and nothing but a stove? If you do, you are not making the most of your opportunities.

For instance, every coal range and every coal heater needs a coal scuttle. If you sell the buyer a scuttle, you won't have him back next day complaining that you should have given him one with the stove.

Then, there is the work of putting up the stove. Your men can do this work in less time and can do it better than the purchaser himself. He will appreciate having it taken off his hands. And, while you are at it, find out if he has any other stoves to put up.

Then there is stove pipe. Many buyers of stoves use old pipe with new stoves. Frequently the old pipe is worn thin; often it is as full of holes as a sieve. This is dangerous, especially with coal and gas. It will pay the stove buyer to let you go over his stock of pipe, and he will let you, if you approach him the right way.

With the wood stove you may dispose of an axe; also of a hatchet for chopping kindling. Perhaps the purchaser has an axe which needs a new handle. Sell him one, and get the job of fitting it.

Then there is the matter of a stove brush, and stove polish to go with it. There is also the bright steel ornamentation upon the heater—it is easier by the use of a little forethought, accompanied by a dab or two of polish, to keep this clean, than to clean it once it becomes rusted or even dirty.

Do you ever stop to think that every range has used in connection with it every day of hosts of kitchen utensils. There are pots and pans and kettles and wash boilers, besides a host of new contraptions designed to make cooking better and housework easier. The range sale gives you an opportunity to introduce these things. Maybe you won't land them right away, but keep your eye on that range customer, and follow up with circular talks about kitchen utensils, featuring your new contrivances.

The wash boiler paves the way for tubs, and a wash-board, and a washing machine.

Thus the procession moves on, and it is endless. You can't sell all these things in a day, but you can mention some of them and sell a few. And that is better than selling just a single, big, bright, ungarnished range or heater.

IMPORTANT LEGAL DECISION.

Although the insurance policy of the Brooks-Sanford Hardware Company, Toronto, in the Rochester-German Fire Insurance Company had a clause in it reading, "If the property assured is assigned without the express permission of the company the policy shall be void, but the condition does not apply to a change of title by succession or by the operation of law or by death," and, although that company did assign without the express permission of the insurance company, Justice Middleton, this week, held that the policy was not void. The question arose in the action of Osler Wade, assignee for the Brooks-Sanford Company, to recover $2,402 insurance. The company assigned on October 9, 1908, and the fire broke out on October 20. The Judge held that the assignee is entitled to the money on behalf of the creditors.

THE MERCHANT LOSES.

In a case tried at Toronto this week, a collector for a weekly payment merchant was freed because he was charged with stealing money from customers, which sums he failed to turn over to his employer.

H. C. Macdonald, the prisoner's lawyer, said: "I submit there is no case to go to a jury. The evidence put in only shows that this man had collected certain sums of money from these witnesses. That was his duty. He was paid for it. He was hired by his company to collect those sums. He cannot be found guilty of stealing money from these people."

"That is so," said Judge Denton. "He did not steel any money from these people. The Crown has no case, and the jury will bring in a verdict of not guilty."

The point is an interesting one as it incidentally decides who is the loser of the moneys misappropriated by the collector. The customers having paid to a duly accredited representative of the merchant, are freed from further responsibility and the loss must be sustained by the merchant.

BUSINESS COSTS AND EXPENSES.

The National Association of Credit Men recently formulated the following simple but comprehensive rules for business accounting:

1. Charge interest on the net amount of your total investment at the beginning of your business year exclusive of real estate.

2. Charge rental on all real estate or buildings owned by you and used in your business at a rate equal to that which you would receive if renting or leasing it to others.

3. Charge in addition to what you pay for hired help, an amount equal to what your services would be worth to others: also treat in like manner the services of any member of your family employed in the business not on your regular payroll.

4. Charge depreciation on all goods carried over on which you may have to make a less price because of change in style, damage or any other cause.

5. Charge depreciation on buildings, tools, fixtures, or anything else suffering from age or wear and tear.

6. Charge amounts donated or subscriptions paid.

7. Charge all fixed expense, such as taxes, insurances, water, lights, fuel, etc.

8. Charge all incidental expenses, such as drayage, postage, office supplies, livery or expense of horses and wagons, telegrams and 'phones, advertising, canvassing, etc.

9. Charge losses of every character, including goods stolen or sent out and not charged, allowances made to customers, bad debts, etc.

10. Charge collection expense.

11. Charge any expense not enumerated above.

12. When you have ascertained what the sum of all the foregoing items amounts to, prove it by your books, and you will have your total expense for the year; then divide this figure by the total of your sales, and it will show the per cent. which it has cost you to do business.

13. Take this per cent. and deduct it from the price of any article you have sold, then subtract from the remainder what it cost you (invoice price and freight), and the result will show your net profit or loss on the article.

14. Go over the selling prices of the various articles you handle and see where you stand as to profits, and then get busy in putting your selling figures on a profitable basis, and talk it over with your competitor as well.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

October 7. Although the markets are very firm in sympathy with primary conditions no change in prices are to be noted, but holders are not offering such good concessions to buyers of large lots, nor so anxious to contract for future delivery.

There is a very good fall movement shown in all branches. Not only is the purely local trade active, but country users are buying steadily, and moreover buying often. The orders are still on the light side, as is only natural under such circumstances, but the aggregate is fairly heavy. As one merchant said, "trading is not spectacular, but it mounts up by the end of the week." The tin situation is still of a perplexing nature, and buyers are inclined to hold off except for metal that is really needed. Copper is in steady request. The advancing tone of spelter due to a bulling movement in the primary markets has quickened buying on the part of those who anticipate that local prices will advance, as assuredly they will if London continues to gather strength. The local demand for imported coal continues very good, while some fair quantities of domestic coal has been placed for future delivery.

Despite prophecies to the contrary the bull operators in London have been holding firmly to tin, and there has not been that terrific avalanche that was expected. It is true that the metal fell away from the early September figures, but there was another big jump during the week. There has again been some strong buying on American account, while spot supplies of Straits tin is being concentrated in New York. Copper is still devoid of interest, the London market supplying the only excitement in the way of slight speculation. Domestic buying in New York is dull, but all the same prices are firmly held the tin situation supporting. Spelter and lead are showing stronger figures in the primary markets, and this, is of course, reflected locally. The iron and steel situation in the States remains much about the same. The decision on the part of the large interests to refrain from cutting prices in order to meet some of the smaller steel concerns, has strengthened the market somewhat, and a broadening of business in some parts is taken as an indication of a better buying movement.

Pig Iron.—The local situation is unchanged. Business is moving along steadily and merchants seem satisfied with conditions. The market is on the firm side, despite the slashing done by agents from over the border. Domestic iron is moving well, and furnaces report plenty of business in hand. We quote No. 1, $18 to $18.50; No. 2, $17.50, at furnace Middlesboro: No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50. In the States it is reported that some of the producers of pig iron who have been making extremely low prices to secure contracts both for this year and next year's shipments are less anxious for business and that in consequence some recent orders for foundry iron have been secured by other producers at slightly better prices. This will help to improve the market.

Tin.—Tin is very firm in tone in consequence of the maintenance of the bull control in London. Trade locally has been good, despite the fact that some of the larger buyers are holding off the market as much as possible, taking only what is barely required. Local prices are unchanged, and very little concession is given for good round lots. Despite anticipations in many quarters that after the Banka sale control would not be held by the tin syndicate, the London market has not shown any falling away. It has been very firm this week with one or two big jumps. Immense quantities of metal have changed hands both in London and New York, the spot supplies in the latter place being brought under strong control, but as for the legitimate consumption demand, its strength is not so evident. The insecurity of the market is thus apparent.

Copper.—Local trade has been good, and jobbing prices have remained unchanged. For the time being copper is taking second place in importance. Consumption in New York is reported dull, but the bulling of tin has somewhat strengthened copper, and prices are firmly held. London has been fluctuating a little, but on the whole has not influnced the general market much.

Spelter.—Spelter is very firm under the pressure of the movement in London, but no change in prices is reported. Concessions are not made very willingly for large lots. Trade is good, the probability of local prices being advanced stimulating buying. The English market is steadily advancing and is getting closer to the £24 mark. St. Louis is firm.

Lead.—No change is reported in lead either domestic or imported. The market is much firmer, due to better figures in London. Trade is fairly active. A good consumptive demand in the Old Country with supplies under firm control caused figures to respond. There is quite a bullish movement on.

Scrap.—The scrap market is little changed. Buying is of a steady character. We quote: Heavy copper wire, 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, $12; machinery scrap, No. 1, $16; stove plate $12.50; malleable, $9; miscellaneous steel, $5.

TORONTO.

Oct. 7.—The better trade feeling is showing added strength as the season advances. The undertone to all the metals is hopeful, and just at present business is fairly satisfactory.

There is an easier tone to tin, but sheets and plates are very firm, especially Canada plates, which are particularly scarce. Spelter is steady and is gaining ground.

There is a brighter outlook for steel and iron. Manufactured lines especially are active. Crude metal is not so good, though there are no declines to report.

Pig Iron.—Trading continues to improve slowly. The business now being done is in small lots, though orders are somewhat more frequent than during the past several months. Domestic furnaces and metal jobbers are after whatever business offers, which is an altogether different situation than prevailed in the spring. Quotations remain at $19.50 for No. 1, and $19 for No. 2, f.o.b. furnace, with 50c a ton added for local delivery. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Jarrow is $20.50 and Glengarnock, $22.50.

Tin.—Market conditions are unchanged generally, though the rush for the metal has brought down the price a cent, and tin is now offered locally at 36c. Good business is passing though orders call for small lots only.

Sheets and Plates.—All kinds of sheets and plates are decidedly active with stocks light. Canada plates are scarce and some houses have been compelled to pay higher prices for their supplies than the market quotations. They have in consequence raised their prices from 10 to 15 cents higher than a week ago. Tin plates, too, seem strengthening for an advance. Deliveries of these goods are very slow and behindhand.

Spelter.—Still firm and active is spelter. Sales are highly satisfactory with stocks none too great. The quotation of 6c to 6¼c given last week rules the market at present. There does not seem to be any immediate prospects of a change.

Lead.—This metal is now holding an excellent position on the market. The price is steady and stocks are frequently changing hands. Lead is moving better now than for many moons past. The situation is entirely satisfactory. Domestic lead is at $3.75, with imported 5c higher.

Copper.—The market just now is firm. Copper is likely to become more active. The local quotation remains at 13½c. Both production and consumption are at very high figures.

Old Materials.—No change has come over the situation the past few days. Stocks in dealers' hands are increasing. The prices they are offering are considered high. For heavy copper and wire, dealers are paying 11 to 11½c; for light copper and bottoms, 9¾c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

October 7.—A stimulation is noted in fall and winter lines, immediate delivery being taken in all cases. Weather strip, stall fixtures, sleigh heaters, horse blankets, lanterns and lamp burners are all in active request. Lumbermen's supplies are in better demand, and in this direction snowshoes are commencing to move. Boot calks and axe handles have been shipped for some time. Builders' hardware, and general utility lines are steady, and if not showing any decided increase in volume are not falling off.

Sporting goods are prominent. The sorting demand for guns is very strong, while the various accessories are in active request. Skates and hockey sticks are being taken in every case for immediate delivery, and the season looks to be more forward than the average one. Railroad supplies are maintaining strength, the various construction camps being still in active operation. In fact work is being pushed forward vigorously to get through as much as possible before the snow comes.

No important prices changes are announced. The markets are firm and reports as to trading conditions generally are favorable. There is naturally a good tone all the way round.

Seasonable Lines.—Weather strip, snowshovels, horse blankets, stall fixtures are in good request for immediate delivery. Snow shovels are also moving freely. Cutlery has commenced to sell well, carvers, case cutlery, pocket knives, forks and spoons, being in chief request. General lighting goods, including lanterns, and lamp burners are showing strength. Household lines continue to show good movement.

Builders' Hardware.—The demand continues its steady gait, and orders are not only well assorted but well distributed. Locally the demand has been very good, the building figures for Montreal to date being among the biggest on record. The market is firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Sporting Goods.—The sorting-up demand for guns, ammunition, cartridge belts, etc., continues very strong, and jobbers seem satisfied with the trade doing. Skates and hockey sticks are now being taken for immediate delivery. There is an improvement in rugby football supplies, and gymnastic outfits. Snowshoes and toboggans are showing more life.

Bolts and Nuts.—A good demand for all sizes is noticed, and with dealers' stocks on the short side delivery is wanted immediately. The market is unchanged and we quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—There is a good tone all the way round. Orders are well assorted and delivery is wanted quickly. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ⅝, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire.—General lines are in fair demand. The market is unchanged, and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80; galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal; coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots; plain wire, bright, annealed and annealed and oiled, $2.35 base; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Oct. 6.—The hardware business has this past week shown some advanced trading over a week ago, but the volume of goods going out in shipments might be heavier. The condition of trade is satisfactory, however.

Demand is not confined to a few lines. On the contrary calls are made for a great range of seasonable fall and early winter articles. Builders' hardware, of course, is active, and horse goods and cattle protective articles are prominent. Small farm implements for present use are going forward on "rush" orders, and barn and household goods, too, are showing a splendid call. Stoves and ranges are especially brisk.

Booking of wire goods for next year as also harvest tools goes on, but there are no great signs of life to the orders as yet. Winter goods are not all ordered, and at present the buying is confined to the usual standard and wanted lines. Sorting-up is the order of the day.

Prices run along about as usual. There is a slight advance in copper and brass finished lock sets, also in some lines of pocket cutlery. The only notable change, however, is in brooms, which show a decline of from 30 to 40 per cent. The corn crop this year has been much more successful than last year, and while rain and sun reddened some of the crop in Illinois and Kansas, on the whole there is sufficient long green corn to make possible this year the sale of 25 and 30 cent brooms.

Seasonable Goods.—Sorting-up of fall stocks is going on at present with orders calling for some early winter staple lines. Wire mats, sleigh bells, weather strips, ice scrapers and snow shovels. Horseshoes and nails are moving somewhat slowly this fall, but there is still chance for business. The first fall of snow will no doubt hurry along orders.

Barn and Farm Goods.—Stable lanteens are yet very active as are horse blankets, pitchforks, cow ties and general hardware lines wanted to keep the cattle snug and tight during the winter. Pails are active, and there is still some movement to churns.

Builders' Hardware. — Trading continues good. Business in this line has been more steady this year. Copper, bronze and brass finished and trimmed lock sets have advanced slightly this week. Building papers are in demand. Outside points report a tendency toward easier prices. Metal shingles and sheets are in good demand.

Household Goods.—Broom corn crop reports are sufficiently advanced to conjure with prices for this season of 1910-1911, and manufacturers anticipate a lowering in price between 30 and 40 per cent. Similar quality brooms that retailed at 50 and 60 cents last year will this year go at 35 and 40 cents, and it is quite likely that 25 and 30 cent brooms will again be offered. Kitchen tin, granite and enamel ware, washing machines, mops, clothes baskets, wringers, etc., are the principal lines moving.

Heating and Lighting Goods.—Lamp goods are still prominent, but sales are steady rather than increasing. Sales of gas and electric fixtures, too, are developing into steady grooves. Stoves and ranges are very busy at country points, city business running more to gas ranges and hot air furnaces, the latter of which are making business exceedingly brisk.

Heavy Hardware.—Bars, pipe and rods are becoming active again. Structural iron is exceptionally so. Factory repairs are calling for a variety of metal articles and tools, and also rivets, bolts and nuts. Chain is selling fairly well.

Sporting Goods.—Sorting-up orders of guns and ammunition are passing. Prices are easier than in summer, and no doubt the extra 10 per cent. discount has induced better sales this fall and also made business more steady. Some of the better grades of pen and pocket knives have been advanced, but general cutlery lines while decidedly firm show no increased prices.

Christmas Goods.—Inquiry for holiday and presentation goods is fair. Iron toys are increasing their hold on the trade.

U. S. IRON TRADE.

Cleveland, Oct. 6.—The Iron Trade Review says: Two important developments in the iron and steel market during the past week were the issuing of a new basing card by the leading interest and the independent manufacturers of steel pipe, and the card showing new differentials between gauges of galvanized sheets. In both instances, the new cards came as a surprise to the trade.

The new basing card on steel pipe is a complete re-classification and for the first time in many years, manufacturers make a distinction in the way of prices between lap weld and butt weld pipe. On some sizes of merchant pipe, prices are advanced from two or four dollars a ton, while on other sizes prices are reduced from $2 to $6 a ton. There is also a heavy cut in prices of extra strong pipe, being in some cases $20 a ton. So far, no action has been taken regarding a revision of prices of iron pipe.

The past week has been an exceptionally quiet one, and the market as a whole is rather spotty. With the exception of steel pipe and sheets, prices show little change from a week ago.

HARDWARE TRADE GOSSIP

Ontario.

R. J. Haley, hardwareman and stove dealer, Toronto, has sold his business to J. A. Russell.

E. Holt Gurney, sales manager of the Gurney Foundry Co., Toronto, has returned from a trip to the Pacific Coast.

About $50,000 damage was done to the works of the Goderich Organ Co. by fire on Oct. 1. Plumbers' woodwork is one of their important products.

Arthur F. Hatch, manager of the Canada Steel Goods Co., Hamilton, has returned from a visit to the Pacific Coast with the Canadian Manufacturers' Association.

N. O. Philip, traveler for the Vokes Hardware Co., Toronto, was taken sick at Holland Centre last Friday, and was removed to the Owen Sound General Hospital. He has a slight attack of typhoid fever.

The Peterboro Lock Manufacturing Co. has been granted a fixed assessment of $25,000 for ten years. The company is spending $40,000 in improvements, and 40 additional employes had been added this year.

Two new hardware stores have been opened in Toronto within the past ten days. A. Lutz, lately of Thamesford, has begun business near the corner of Boustead and Dundas, and Mr. Tooze has started in business at 113 Roncesvalles Ave.

A building permit has been granted to the Glidden Varnish Company for a one-storey brick and reinforced concrete grinding mill at the corner of Wallace avenue and the G. T. R. tracks, Toronto, to cost $8,000.

A. W. Poole, has severed his connection as sales manager of the paint department of James Robertson Co., Toronto, to join the staff of Brandram-Henderson, Ltd. It is understood that a few changes and promotions in the latter company are under consideration.

Edward Gurney, president of the Gurney Foundry Co., Toronto, tendered a complimentary dinner to W. H. Carrick, president and general manager of the Hamilton Stove & Heater Co., Hamilton, at the National Club, Toronto, on Friday, Oct. 7, in appreciation of his 38 years service with the Gurney Foundry Co.

Adam Hall, for 32 years a hardware merchant and stove specialist at Peterborough, is giving up that business for the purpose of carrying on a plumbing and heating business on a large scale. He has erected a foundry for the manufacture of many of these lines as well as galvanized iron and tin work.

Joe Bell, who recently severed his connection with Bell & Rochester, hardwaremen, at Haileybury, was in Toronto last week ordering a stock of shelf hardware. He intends opening a business of his own in Haileybury, and has engaged premises in the Ferguson block, now occupied by the Nipissing stores, and will open sometime this month.

Fire did considerable damage to the Percival Plow & Stove Company's premises at Merrickville on Oct. 2. The finishing shop which contained a large number of ranges ready for shipment, was damaged most and the loss will be heavy. The company have another foundry in operation at Newburg, which will help them out to a great extent in filling orders.

Justice Sutherland, at Toronto, issued a winding-up order last week against the Toronto Mica Co., on the petition of H. G. Waterman. According to Waterman, the company was incorporated on July 6, 1909, with a capitalization of $40,000. Waterman has a claim for $225, and he says that the company is largely indebted to the Dominion Bank.

The staff of Canada Glass, Mantels and Tiles, Toronto, tendered a banquet to Jarvis Harrison on the occasion of his retirement from that firm, after seven or eight years service in the mantels department. Mr. John McConnell, on behalf of the employes, presented Mr. Harrison with a diamond ring. Mr. Harrison has become proprietor of the King George restaurant, and the banquet was held there.

Quebec.

R. S. Dillon, hardwareman, Montreal, has been registered.

Isidore Boucher, tinsmith, St. Scholastique, has assigned.

F. W. Jones, of Bedford, Que., was noticed in Montreal this week.

C. A. Abbott, manager of the Rex Flintkotie Roofing Co., Boston, has been on a visit to Montreal.

G. H. Agnew, of Watson & McGregor, Victoria, B.C., was a caller this week on the Montreal hardware trade.

J. B. Damour, Ste. Philomene; V. Lebeault, St. Laurent; J. Lebeault, Longueuil; J. A. Paquin, St. Eustache, and L. I. Matts, Ferme Neuve, Que., have been callers on the Montreal hardware trade this week.

Bert Hodges, of the Sherwin-Williams Co., Montreal, was given a dinner by his fellow workers in the company previous to his leaving to take up another line of work. Covers were laid for twenty, and the little send off was a great success from beginning to end.

Western Canada.

G. O. Wilson has opened a hardware store at Plenty, Sask.

A hardware business has been started at Edson, Alta., by Wm. Hope.

Henry Anderson, tinsmith, Indian Head, Sask., is discontinuing business.

McSherry & Chase are pushing a hardware business at Pangman, Sask.

Geo. Spray, of Earl Grey, has started a hardware business at Gibbs, Sask.

A hardware business has been started at Kerr Robert, Sask., by W. Butchart.

Locey, Hargrave & Co., dealers in electrical supplies, Regina, have dissolved.

A hardware store is being opened at Macklin, Sask., by Heminway & Featherstonhaugh.

A plumbing and tinsmithing business has been started at Chilliwack, B.C., by Chas. Hood.

The P. T. Coulter Co. is opening a hardware and automobile supply business at Calgary.

Lee & Thorrilson, hardware merchants, Delisle, Sask., have dissolved, Mr. Lee will continue the business.

John R. Mears, hardwareman and furniture dealer, Arcola, Sask., contemplates disposing of his business at the end of the year.

NEW COMPANIES.

The Goodyear Tire and Rubber Co. of Canada, holding a Dominion charter, has obtained an Ontario license to carry on business in that province. Clifton H. Carlisle, Toronto, has been appointed attorney.

Canadian Tube & Iron Co., Montreal, capital $1,000,000; to manufacture steel, iron and other metal pipes, tubes, tinplates, tacks, nails, bolts, wire, etc. Incorporators, G. V. Cousins, P. F. Brown and S. T. Mains, Montreal.

The Standard Oil Co. of Canada has obtained an Ontario license authorizing them to purchase lands and search for oil, and to carry on business as refiners and dealers of oil, etc. They have appointed Wm. R. Wadsworth of Toronto, their attorney. The company is incorporated under the laws of Great Britain.

Joliette Steel and Iron Foundry, Ltd., Joliette, Que., capital, $250,000; to manufacture steel, iron, brass and aluminum products. Incorporators, S. Vessot, A. Durand and E. Hebert, all of Joliette.

The British Empire Bridge Co., Montreal; capital, $5,000,000; to manufacture all kinds of steel and iron work. Incorporators, R. C. Smith, F. H. Markey and W. W. Skinner, Montreal.

INDUSTRIAL NOTES.

Port Arthur authorities are trying to induce Wm. Mackenzie, of the Canadian Northern Railway, to establish a foundry there, to use the pig iron from the Atikokan Iron Co.'s plant.

John Coughlan & Sons, Vancouver, have a $125,000 contract to supply the structural iron to be used in the new "World" building there. This steel frame, it is said, will be the largest erected in Canada.

The Dominion Iron & Steel Corporation have sent out specifications and are calling for tenders for construction of seven large buildings to be erected at their plant. These include: boiler house, machine shops, foundry, warehouse, oil house, carpenter shop, repair shop and finishing mill.

Sir Robert Perks, the leading spirit in the Dominion Dry Dock Co., has deposited plans with the Department of Public Works for a first-class dry dock at Levis, to cost $4,000,000.

Law & von Dohlen, financial agents, Vancouver, will organize a corporation with its head office in that city, for the purpose of manufacturing and marketing in Canada the Gray Instantaneous Automatic Electric Water Heater, of which electrical utility they are the sole owners of patents in the Dominion.

The Frictionless Metal Co., Chattanooga, Tenn., employs only women as managers of all their branch offices in the United States and Canada.

What the Trial Balance is For

In Many Businesses Balances are Taken Off Monthly—Hints for Locating Errors—Importance of the Cash Account—Use of the Check Figure—Different Books Popular for Practical Purposes.

By Howard R. Wellington.

It is a fact that seldom, even with the most expert bookkeeper, will a trial balance result with equal debit and credit on the first trial. An error in addition, an omission, a transposition, or a hundred and one other possible differences will prevent a bookkeeper from "striking" a balance first time.

Date for Trial Balance.

It is possible in some businesses to arrange the office work so that the bookkeeper is free to take off a trial balance on the first, or not latter than the second of the month. If such a course is practicable, a rule should be made to have the balance off on that date. In such a case the bookkeeper is in an excellent position to make up estimated statements of the firm's standing in regard to purchases, sales and expenses and comparative statements for the purpose of comparing with last year's records. Then, again, the posting may be resumed immediately, so that any entry for the current month may be readily referred to in the ledger, which is the final resting place for all amounts on the books.

Hints for Locating Errors.

One of the first steps to take is to look through the sheets carefully to ascertain if any balance of account has been omitted or entered on the wrong side of the trial balance.

As a rule, the difference is made up of two or more amounts so that it is not always advisable to check back looking for the exact amount.

Differences such as, $42.00 posted as $24.00, $64.00 posted as $46.00, are amongst the most common errors, and when the difference in the trial balance is $18.00, an error of this nature may be looked for.

An account ruled off, which is not in actual balance is one of the most difficult errors to locate, or to contrast with this, an account not ruled off, and an old balance added in the present month's trial balance.

The Cash Account.

Very few bookkeepers carry "A Cash Account," in the ledger, relying on their memory to enter the cash balance in the trial balance sheet. Frequently the cash balance is omitted, and a great deal of unnecessary work could be avoided by posting debit and credit totals of the cash book in the ledger.

Ascertain that all items have been posted for the month, and besides this, the totals of sales, bills receivable, columnar totals in cash book and all impersonal accounts.

The Cheque Figure.

The use of the check figure with all postings, while not infallible, will prevent most errors if thoroughly carried out. It will also prove an excellent check on all posting, forcing the bookkeeper to use the utmost care in posting.

The trial balance is a proof of the correctness of the work for the period. By grouping and arranging accounts, a comparative statement may be prepared each month without extra work, showing accounts receivable, accounts payable, bills receivable and payable, purchases, sales, etc., so that a close watch may be kept on every detail of the business.

Comparing the three ledgers in use today, the card ledger, loose leaf and bound book, the loose leaf is undoubtedly the most popular.

A large number of firms are still using the bound ledgers, and would not change for any new system, but this style now appears very cumbersome as compared with either of the other two systems. It is impossible to gauge the necessary space for each account, or divide the ledger so that all accounts of a similar nature appear in one section of the book.

When an account is filled, it is necessary to open a new page, probably in some other part of the account.

It is absolutely necessary to have an index, and this takes considerable more time for the posting.

As compared with the former, the loose leaf ledger has a great many advantages, in that any number of filled sheets may be taken out and filed in a transfer, while new sheets are inserted, bearing the same number with which the bookkeeper has become familiar.

New account sheets may be added from time to time and inserted in the proper spaces without altering the ledger in any way.

The accounts may be re-arranged in any way and grouped for statement purposes.

The posting may be accomplished quickly, and by posting up the statements during the month, as a great many concerns now do, the bookkeeper is enabled to work on the trial balance directly after the first of the month.

The Card Ledger.

This form of ledger is not very popular, unless for doctors' or dentists' accounts, etc.

The operation of first selecting the card desired, taking it from the drawer, posting the entry, and replacing in the proper order, takes considerable more time than would a similar process with the loose leaf system.

Then, again, for checking purposes, it would take considerably longer, as the operation of removing the card takes longer.

The card ledger may be suitable for accounts which are not very active, but does not compare at all favorably with the loose leaf.

CUSTOMS AGENT FOR BRITAIN.

H. S. Scott, until lately the representative of the Canadian Customs Department in New York, has been sent to London in the capacity of the same Department's chief agent for Great Britain and the Continent of Europe. On account of the increasing volume of exports from the United Kingdom to Canada, and because of the large Continental element in much of the merchandise coming from the United Kingdom to Canada, it has been deemed necessary to have a special agent of the Canadian Customs Department in London. The question often arises whether a given shipment from the United Kingdom is entitled to admission into Canada at the preferential duty rates. The product that is finished in Britain may have received all but the final touches in Germany, Austria, Belgium or some other country not entitled to the benefit of Canada's preferential tariff. The rule made by the Minister of Customs is that 25 per cent. of an article's value must have been added by fabrication in the United Kingdom or other British possessions entitled to the preference to make it eligible for admission at the preferential rate.

It is asserted that there has been some sharp practice on the part of Continental manufacturers and their British agents in order to get their goods the advantage of admission into Canada as British goods. The new agent is expected to check this form of customs fraud and also to facilitate the entry of genuinely British goods at preferential rates. His duties have also in some measure been made for him by recent commercial treaties between Canada and some other nations, notably France, Germany, Italy, Belgium and Holland. These countries are to get the benefit of the treaty rates not only in goods shipped directly from their own ports to Canadian ports, but also on goods they send by way of the United Kingdom. To watch this class of commerce will be part of the new agent's business.

WHOLESALE HARDWARE CONVENTION.

The twelfth annual convention of the Canadian Wholesale Hardware Association has been called to meet at Montreal on Wednesday, Oct. 26., on which evening a banquet will be held, a limited number of invitations for which are now being issued.

The American Hardware Manufacturers' Association and the National Hardware Association meet at Atlantic City on October 19, 20 and 21, and the Canadian wholesale hardware delegation is expected to consist of President Wm. Starke, Montreal, Vice-President S. H. Alexander, Hamilton; Past President T. G. Dexter, Toronto, and Secretary-Treasurer, James Hardy, Toronto.

M. J. Hallorn has withdrawn from his partnership in the Bowman Gas Range Co., Toronto, Mr. Bowman continuing as sole owner.

News and Methods of Canadian Hardwaremen

Timely Advertising by Widea wake Retailers—Smith's Falls Growing—Method in Stock-Keeping—Belting Trade Cut Up in Western Canada.

TIMELY ADVERTISING.

St. John, Oct. 5.—The shooting season which opened in New Brunswick and Nova Scotia on September 15, has given an impetus to the sales of ammunition and guns and practically all the dealers report business very good in these lines Wideawake merchants have increased sheir sales materially by timely window displays of game and hunting goods.

The advertising copy of some of the local dealers lately has been very timely and it brought gratifying results. One of the merchants featured for two or three days the fact that linseed oil was very high and scarce and that it would probably go higher, and in consequence the sales of this commodity increased very considerably. A scheme that has been found to produce good results has been the adoption of a line of advertising calling attention to the fact that this firm make a specialty of hardware for builders and they would like to assist merchants by figuring for them on the hardware specifications of buildings going up in their neighborhood.

FIFTY-SEVEN NEW HOUSES.

Smith's Falls, Oct. 5.—The Canadian Cooperage Mfg. Co., employing 50 hands, is expected to locate here. A committee of the Board of Trade and Council is in communication with them.

The hardware trade has been very brisk here this summer. A large number of cottages were erected on the Rideau Lake, lumber and hardware supplies being obtained here.

The corner stone of the new $30,000 hospital was laid by Senator Frost, President of the Frost & Wood Co., on Friday last.

The time for receiving tenders for the new $46,500 Collegiate Institute has been extended to October 15.

The amount spent in new buildings in 1910 is $280,850. This includes the hospital, Collegiate Institute, C. P. R. improvements and the 57 new brick houses, these being chiefly of brick or concrete block construction. This construction has had a stimulating effect on the hardware situation. The population of Smith's Falls is now nearly 7,000.

SPECIAL SALE OF GRANITEWARE.

Palmerston, Oct. 5.—A very successful 15 and 25 cent sale of graniteware is being conducted by Chalmers Bros., Palmerston, this week, a fifteen inch double column announcement having been run in the local papers last week. The ad. is headed: "Graniteware Specials," and is introduced by the following paragraph:

"We have made a large purchase of Graniteware Seconds at less than cost of manufacture. Seconds in name only is what you'll say when you see the goods. The biggest and best lot we've ever effered—a splendid opportunity for housekeepers to stock up for the fall and winter. This is positively our last special sale of graniteware this season."

METHOD IN STOCK KEEPING.

Lindsay, Sept. 28.—Any method whereby a merchant can keep reliable record of his stock and watch slow sellers, is worth money. One merchant has had satisfactory results from a stock book marked with selling prices and numbers which are duplicated on stock. As goods are sold, stock numbers are marked on checks which are entered in stock book under the various numbers. This shows what stock is moving and if any line of goods is sticking.

A method used by O'Laughlin & McIntyre, Lindsay, enables them to know at any time from whom a particular piece of goods was bought and the date. When goods come in, tickets are marked with the firm's own number and this appears in the invoice book together with stock number of the goods. A letter is placed before each number. For example, if the number is S1000 on the ticket, by looking up this number in the invoice book, together with stock number, it is found that the goods come from a certain house, with the date of purchase. The letters of the alphabet are used consecutively and each season the letter is changed.

Every night checks are entered, and cash is balanced. Their sales book is ruled into sections with clerk's number at the head of each. These sections are sub-divided into columns for checks, paid and unpaid sales.

OWEN SOUND IS GROWING.

Owen Sound, Sept. 27.—There is a tremendous amount of building under way here at present. The Corbet Foundry and Machine Co. is erecting a new building, for their increasing business, in steel bridges, fire escapes, smoke stacks, roller bearing trucks and marine and industrial repairs. A little further north, William Kennedy & Sons, manufacturers of iron and steel castings, propeller wheels, iron and steel gears, turbine water wheels, etc., are extending their shops from street to street, while still further north, the North American Furniture Co.'s new factory is being started on this week.

Added to this long list is the new Westside Methodist Church, Marine Hospital and at least twenty-five high-class residences in different parts of the town. This looks very good for the hardware trade in general.

BELTING TRADE CUT UP

Belting, a line which is featured in one Hardwarde Co., two of whose ads. are forwarded herewith, make it a point to change their ads. each week and make the announcements seasonable, as will be seen by the Threshers' supplies and harvest articles featured in the announcement shown.

Moose Jaw, Sept. 30—The Buchanan of the ads., is badly cut up in this western country, some of the manufacturers refusing to protect the trade, and allowing their goods to be sold at cut prices by implement agents. If there was a strong Retail Hardware Association in existence the manufacturers would soon hear from the retailers on this question.





Seasonable Western Ads.

INDEXING CUSTOMERS' WANTS.

A Rhode Island department store uses yellow want slips in connection with every clerk's sales book. It is an absolute rule that every request by a customer for goods not in stock be reported. The slips come to the department buyer daily for classification and serve as a barometer of the demand as stimulated by advertising campaigns.—System.

STEPHENS SHINGLE STAINS

Picturesque Preserver of Property.

None other gives such Perfect Satisfaction.

Manufactured by

G. F. Stephens & Co., Limited

Winnipeg, Canada

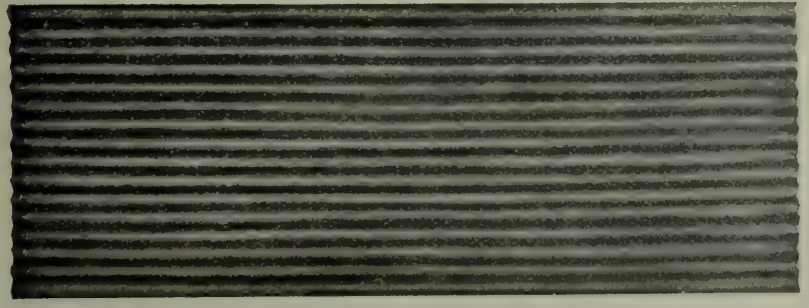
Paint and Varnish Makers

BRANCH AT CALGARY, ALTA.

The Wise Western Dealer

avoids delay and inconvenience by buying from Western manufacturers.

Corrugated iron, painted and galvanized.



1¼ inch and 2½ inch corrugations, all gauges and sizes.

Made in Winnipeg in our own factory.

Winnipeg Ceiling and Roofing Co.

Winnipeg - Canada

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water
Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating pr m to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 6.—Very few of the following staple lines are in demand at the present time. A very good season has been completed in building material, and builders' hardware. As the season closes, there were only a few finishing materials being called for, such as hinges, hooks, and lock-sets. Merchants are well stocked and they are retailing satisfactorily in a wide range of specialty goods at the present time. This week the demand for horse-shoes, horseshoe nails, blankets, lanterns, stove-pipes, solder, sheet metal, is very heavy, and the prices as indicated last week are held firm.

Hot air heating, as well as steam heating goods are going out very satisfactorily. Galvanized sheets have been in demand for some time, and it would seem that many hardware men have taken on considerable contracts for hot air heating. Heating stoves, as well as kitchen ranges and cookers are moving well in the retailers' hands. Heavy stocks have been installed some time ago. The stove trade for the balance of the fall promises to be excellent, due to the increased population of the country, and the increased number of retail hardware stores that are opening up in every corner of the west.

With the prevailing excellent weather, good railway transportation, and satisfacfactory collections, the trade was never better than it is at the present time.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75.

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, $4; pressed standing seamed roofing, 28, painted, $3.20; galvanized, $4; 26, $3.55 and $4.35.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.80; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3,30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50. Galvanized, ¼-in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼-in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—22c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $8.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.75.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box. $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

There is no change in the paint market and last week's advances are strongly maintained. Every item in the following list is moving well and it is evident that merchants were too lax in their ordering at the proper time. Merchants are advancing their paint prices on the prospect of a continued advance in the oil market. A few, however, continue to sell at a loss with a view to increase the turnover and destroy legitimate competition. This means that such merchants will have to take a sensible view of things very soon and close their doors. Prices are going up due solely to natural causes and everyone must sooner or later fall in line.

Putty and Glass.—Putty is firm at last week's advanced prices. The demand will continue heavy far into the winter months. Glass is moving well and a good demand will continue. Putty in bbls., $2.90; cases, $3.15; kegs, $3.40.

Linseed Oil.—Jobbers do not expect a reduction within a year and advances would not be surprising. Seed prices are steady, but unchanged. Boiled oil is $1.18 and raw, $1.15 today.

Turpentine.—Turpentine is firm and the demand heavy. The expected advance did not take place but a reduction is scarcely possible. The market to-day is $1.05.

Varnishes.—An excellent demand continues for varnishes and all furnishing supplies. The demand will continue well into the winter, as there are many buildings to complete and much renovating to be done.

White Lead.—Lead is moving in a steady characteristic manner. The price continues at $5.75 to $6.25, according to the brand.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 16c; Acme lamp, in bulk, 28c; White Rose, in bulk, 22c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

H. B. McDonald has purchased the hardware business recently conducted by George Storthart, Chathma, N.B., the latter retiring because of ill-health.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.



Do You Know The Little Paint Man?

THIS is a reproduction made from the original drawing of the Little Paint Man. The drawing wasn't made so many years ago, either. But it's surprising how familiar a character he has become in the Dominion. This is due to three reasons:

FIRST—He represents the long and well established line of

SHERWIN-WILLIAMS PAINTS AND VARNISHES

SECOND—After a dealer is stocked with the S-W line the Little Paint Man makes it his business to help move that stock at a profit. This always makes a big hit with the dealer, for it is good merchandising.

THIRD—He calls a spade a spade. That means that he never misrepresents his goods.

Tie up to the Little Paint Man and he'll tie your store to the best and largest trade in your locality. Write him today about it.

THE SHERWIN-WILLIAMS CO. 962

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



THE BURLAP SEASON

is here—are you prepared to take care of the orders? If not, order a stock at once or send for one of our sample books.

LIN-UNA, BAS-KA-NO, WINNIPEG DYED BURLAPS.
SIZED, OIL-COATED, PLAIN, PREPARED CANVAS, MUSLIN, ETC.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Standard Carriage Varnishes. — The International Varnish Co., Toronto and Winnipeg, have just published a new descriptive price list of their standard carriage varnishes. It is a small 16-page catalogue, but it contains in concise terms much descriptive matter of the various varnish lines made by the company—finishing, white carriage, rubbing and miscellaneous varnishes.

Yale Door Checks.—The Yale & Towne Manufacturing Co., New York and Stamford, Conn., have supplied Hardware and Metal with a copy of a 40-page publication just off the press, which illustrates and describes their extensive line of door closing devices. In addition to the well known Blount Check, made in six sizes, and adapted to all sizes of doors and conditions of use, the company has more recently put on the market three additional checks. The Blount-Holder Check, is similar to the original Blount Check, but has the added feature that it not only shuts doors gently, but also holds them open as well. The Yale Double-Acting Check is more ingenious. As the name implies, it closes double-acting doors; brings them to their normal position without a single flip-flap, and prevents the noisy, draughty, dangerous oscillations usual to doors with double-acting hinges. The fourth device, their Yale Checking Floor Hinge, performs all the functions of the regular Blount Door Check. It is a combined spring and check in one, and is placed in the floor under the door. Their catalogue states that it is specially intended for use on butlers' pantry doors. In the announcement of their catalogue they say a Door Check has been defined as "A device intended to curb the pernicious activity of a door spring by compelling it to behave decently." The fault of a door spring prompted the invention of a door check. The book is carefully printed on coated paper with many illustrations and some excellent advertising suggestions for promoting the sale of checks.

Metal Bars for Windows.—The Hobbs Manufacturing Co., London, has secured the sole Canadian Agency for Thorne Hold-Fast Metal Bar, and can now supply same from any of their warehouses at London, Toronto, Montreal and Winnipeg. A modern store front is a matter of vital interest to every up-to-date merchant in order to show his goods to the best possible advantage. The Thorne Hold-Fast Metal Bar provides a method of holding the glass firmly together so as to withstand wind pressure, and still cover the smallest possible surface of the glass, thus giving the store a finished appearance. Every hardwareman should have a copy of the Special Thorne Catalogue covering store front construction in order to talk intelligently on this matter to prospective customers.

BAIT PLATE FOR ANIMAL TRAP.

The Oneida Community, Oneida, and Niagara Falls, manufacturers of animal traps, branded variously Newhouse, Hawley & Norton, Victor and Oneida, the names designating the different grades, of which the Newhouse is the highest, has adopted the plate here shown, to be used solely on the Victor game traps. The arrow which appears in the cut is intended to emphasize the V feature and does not, of course, show on the plate. The Victor traps are popularly priced and made in the same patterns throughout as the two longer known brands and in Nos. 0, 1, 1½, 2, 3 and 4 sizes.

This action has been determined on by the company to fix definitely in the minds of merchants and trappers the identity of this grade of trap, and that traps so branded are the sole product of the Oneida Community, which was the first producer of traps of this character. While it has been the company's experience that professional and expert trappers prefer the Newhouse or Hawley & Norton brands, there is a demand from



farmers and trappers of small game, here and abroad, for a somewhat less expensive but thoroughly reliable trap, the Victor Quality having been created to satisfy this demand.

FURNACE FOR INCINERATING REFUSE.

One of the most perplexing problems of sanitation is the disposal of refuse of all kinds, in places where sewerage is not available. Numerous systems, such as filtration, chemical dissolution, cesspools, etc., have been tried out extensively with but problematical results, and the undisputed fact remains that fire is the only reliable agent for the complete and



Furnace For Incinerating Refuse.

sanitary destruction of all waste matter. The accompanying engraving illustrates a device that has been adopted by the United States government for use in army camps. The illustration shows the device partly broken away, so that the interior construction may be understood. The device consists in reality of a furnace, in which is placed a large cast iron container, adapted to receive the waste which is here cremated. By this system no odors are allowed to escape during the process of incineration. The arrows show the course of the draft through the incinerator. The furnace consists of a sheet steel shell, with an outside jacket, and the necessary draft is admitted through the space between the jacket and the shell. The gases from the container are drawn by the draft down through a pipe at one side of the incinerator, and fed to the bottom of the grate; thence they pass through the fire, aiding in maintaining combustion, while any noxious products that may be present are consumed. After passing through the fire the gases thus purified are taken into the stack and out to the atmosphere. The furnace is thus disinfected automatically, and it always remains fresh and clean for the next incineration of refuse.

CANADIAN IRON ORE FOR SCOTLAND.

The first shipment of iron ore from Port Wade, Nova Scotia, consisting of about 5,600 tons, arrived at Ardrossan, Scotland, about two weeks ago. This is a trial shipment, and the result will be watched with great interest, as there is a very large market for iron ore in that country. Considerable quantities are imported from the mines of the Nova Scotia Steel & Coal Co., at Newfoundland, but the cargo referred to is the first Canadian iron ore shipped to the Scotch market.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

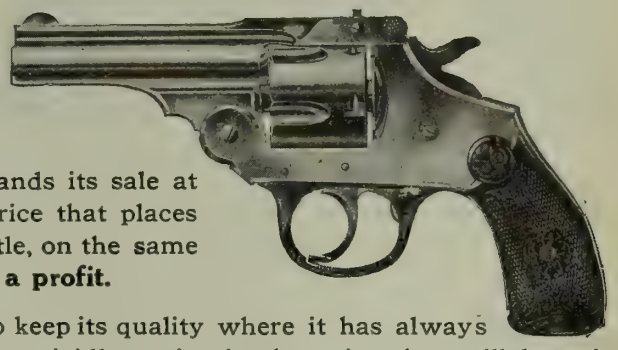
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

IVER JOHNSON

Safety Automatic Revolver



—the finest revolver in the world—cannot be made to sell at any old price. The value we put into it demands its sale at **One Price**—a fair price that places all dealers, big or little, on the same footing—**they make a profit.**

We are going to keep its quality where it has always been, hence we must rigidly maintain the price that will keep it there and insure you the profit that you earn and deserve.

We know that you, as a wide awake, fair-minded dealer, will agree with us. Why not order to-day?

Iver Johnson Arms & Cycle Works

Factory and General Sales Office, - 330 River St., Fitchburg, Mass.

New York: 99 Chambers Street.

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

Sales Agents:

ONTARIO—
Baines & Peckover, Toronto.

MANITOBA—
Bissett & Leucks, Winnipeg.

London Rolling Mill Co., Ltd.

London, Canada

How One Club Handles Fake Advertising Schemes

Commercial Club of Lincoln, Neb., Deals With Everything for the Merchants—Puts the Ban on Such Things as Cook Books—Merchants Thus Have More Money for Newspaper and Other Legitimate Advertising.

By Darlow Adnews.

The Commercial Club, of Lincoln, Neb., has succeeded to a remarkable degree in protecting the advertisers of that city against all sorts of advertising schemes. That word "schemes" is used in this connection to cover the various souvenirs, programs, etc., that formerly were so abundant everywhere, but that are now constantly decreasing in number to the decided advantage of legitimate advertising interest.

We cite the case of Lincoln because Secretary Whitten, of the commercial Club in that city, has with the assistance and co-operation of the local business men, succeeded in building up a most satisfactory plan for regulalating these special prospositions, and has done it without injuring a single permanent interest or causing loss to any deserving local industry.

Must Go to Headquarters.

The system works in this way: Suppose the solicitor for a cook-book advertising scheme goes to Lincoln for the purpose of selling the book to ladies and disposing of advertising space to retail merchants. The first man upon whom he calls, says: "What does the Commercial Club say about your proposition?"

"I haven't seen the Commercial Club," replies the solicitor.

"Then I can't do business with you, for we have an agreement in this city that prevents any of us from patronizing an advertising proposition that does not come under a certain recognized class or that has not the endorsement of the club."

After he has had this from two or three other merchants or advertising managers, the solicitor naturally goes to the club-rooms for the purpose of finding out where he stands.

There he accosts Secretary Whitten, explains hs proposition, and asks for information. He gets it.

"We protect our legitimate advertising institutions," says Mr. Whitten. "We regard newspaper, billboard and street-car advertising as legitimate, because they bring returns. There are certain other publicity media that receive our endorsement, because we believe they produce results that are more or less substantial But we bar your cook-book.

"Your book is printed in another state. That means that Lincoln gets nothing out of it. You expect to sell it here; and you expect to obtain money from our merchants for advertising, and all of that, also, you will send away. Furthermore, we do not consider it good advertising, and we cannot endorse it."

Sure to Lose Money.

If the solicitor continues his work, and tries to sell his space in spite of the Commercial Club and the business men's agreement, he finds the returns far out of proportion to the time and labor expended and soon gives it up as an unprofitable job.

The Lincoln Commercial Club believes that theatre programs are good, because they have a large and dependable circulation. It recognizes one publication for each university and college in the city, but insists that the total charge for advertising space shall not exceed the cost of publication In other words, the students are not expected to conduct their publications for profit. The merchants support them up to the amount of their cost, and not beyond that.

Some of the advertising schemes that are considered "doubtful" by the Lincoln club and, therefore, are barred, are city directories, unless published in Lincoln; hotel registers, desk cards, card cases, room cards, and similar devices; all newspaper schemes, other than those regularly presented by local papers; cook-books, society and church programs, blank books, time cards, etc.; theatre tickets, restaurant tickets and score cards; dance and all entertainment tickets; irregular publications issued chiefly for advertising purposes.

Advertising Encouraged.

Of course this list does not include any recognized publication and does not interfere with the work of solicitors for outside newspapers and magazines. General advertising is encouraged. The club merely aims to limit and control the special schemes that for years have claimed so large a share of each appropration.

The advertiser can now administer a graceful "turn down," and under protection of his agreement can do so without offending the solicitor or injuring his business. If the club's secretary is in doubt as to the worthiness of a proposition, he passes it on to a committee of three, who are unknown save to the president and secretary of the club. This committee has the final "say," and the solicitor who is denied cannot know just where to place his wrath.

Mr. Whitten says the merchants of Lincoln stand by the agreement very faithfully. They like the plan. Under it they have saved a great deal of money, and they have more money for legitimate advertising.

ACCEPTS NEW POSITION.

Fred E. Ellis, who represented the Gurney Foundry Co., for four years and the Gurney-Tilden Co. for nearly two years in Western Ontario, has resigned from the latter company to accept a position with Albert Welch & Son, Toronto, in whose hardware and stove store he learned his first lessons about hot air and hot water heating.



Fred. E. Ellis, Toronto.

In his new position Mr. Ellis will have charge of the outside work, supervising the installation of heating plants and calling on the trade in the city on behalf of the jobbing department of the firm's business.

During the five years spent on the road in Western Ontario Mr. Ellis has made some warm friends, who will be glad to learn of his acceptance of and success in the new position.

AMEND SILVER MARKING ACT.

Manufacturers of silver plated ware are endeavoring to secure the adoption of several amendments made to the gold and silver marking Act. They claim that gold and silver goods are being brought into Canada from the United States and other countries wrongly marked, sometimes marked as a better quality than they really are, therefore selling cheaper, and hurting the local trade. They ask that it be made a criminal offence for goods being shipped into the Dominion unless they are stamped at their true value. This point is covered by the existing law, but not clearly enough.

HAVE CONFIDENCE IN YOURSELF.

You may succeed when others don't believe in you, but never when you don't believe in yourself. He who is in a constant state of doubt and experiment needs a long distance telephone in order to get even within speaking distance of success.

It isn't only what a merchant says that establishes his worth in the community, but what he does. Actions speak louder than words, especially if his deeds are at all questionable.—Shoe Trade Journal.



No. 29

DO IT OFTEN.

Are you keeping up a thorough canvass of your district, Mr. Dealer? Have you made any personal calls, maintained a series of follow-up letters, circulars, or whatever it may be? Do not be deluded by the idea that one effort in either of these directions is sufficient. The paint consumer often takes a lot of wooing. Probably he may not understand the true merits of paint, and therefore is inclined to think that painting is more of a luxury than a necessity—something to buy when money is easy and nothing more important is wanted just then. Or he may be one of the kind who put off from time to time the job that should be done, or who are in blissful ignorance that fresh paint is needed on some structure or other. All these people are best influenced by one of the methods above instanced, and, as we said, naturally take a lot of soliciting.

One window display, one effort at canvassing, is not enough. The dealer must drum the gospel of paint into the minds of these people. He must, by repeated knocks, make the question of paint recur frequently in their minds. He must give them no chance of forgetting the matter, Paint, paint, paint, must be the cry of the dealer, until not only all the community know that he carries the right kind of paint, but are also as well educated as the merchant himself in the value of paint, and the saving that painting involves.

The canvass of a dealer should be largely of an eductational character. That is to say, while advertising the fact that his store is the "only" house for paint, he should also show why paint is so valuable, and the reasons why it should not be neglected or put off for a future time.

Make the advertisement, circular, letter, or personal call interesting. Do not use up all the space and time in comparisons with rival brands and various reasons why paint should be bought from this particular store. Rather get the probable users of paint interested in the painting question itself. Show how paint increases the selling value of a house or barn; how paint insures property against deterioration; how fine a disinfectant it is, routing out microbes and so on; and how it brightens up a dull place, making everybody around feel cheerful and of more value to themselves and to their friends. Once gain the interest of a person, once convince him or her of the value of a thing, and naturally the odds are that if there is any business following it will go to the

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Sample tin (FREE) color card, and special proposition for the asking. 6 Morse St. Toronto; 108 Princess Street, Winnipeg; 550 Beatty Street, Vancouver.



Carpet Tacks

Now is the time to sort up your stock of Tacks. We make all kinds.

M.R.M. Tacks are made from high-grade material. Heads are well made and uniform. Points sharp and clean cut.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

one who did the convincing. So that a merchant in securing a convert to paint in all probability gets a customer. Therefore a dealer can well afford to give plenty of attention to the educational part and let the purely advertising of his store take a less prominent position.

It is only by repeated efforts that a dealer can hope to secure the best results. Like a number of well designed window displays, it is the accumulative force of the whole series that does the work, and so in educating a district to the value of paint.

By instituting a regular campaign of canvassing the dealer not only, as we said, gets the best results, but in the end he saves himself a lot of trouble. A system once in working order becomes more and more easy to maintain as time goes on. Experience teaches improvements here and there; a saving of time and money, more convincing talking points and so on. The canvassing becomes a regular part of the store routine, and the merchant does not notice the additional trouble. But if the campaign is a spasmodic one; if calls are made or letters sent out at irregular intervals, or say only once during each season, then not only does the merchant lose ground between each prolonged attempt, but he makes the same mistake over again, and each campaign is as crude as the one previous. If the thing is worth doing at all, do it well, and do it often.

PAINT AND OIL MARKETS

MONTREAL.

Oct. 7—Despite the higher figures in the paint and oil markets a fair trade is reported. No one is inclined to dispute the fact that business has been checked by the advances, but still all the same sorting up orders are coming in steadily, and apparently consumers are not worrying much about having to pay more. If a man decides to paint a house the fact that it will cost more now than it would have say in the Spring, will not make him put off the job.

Although prices are very firm, no further advance is reported. A little sagging was noted in the English linseed oil market, but as stocks are so light over here the local market did not respond. Turpentine continues to have a bullish tendency, and conditions in the South point to even higher prices in the future. Despite the advance in white lead some heavy lots have been despatched. The boats have been carrying some good round lots, and the prospect is that from now on the demand will be heavy. Red lead and other lead products and varnishes all show good activity.

Turpentine—With conditions in the South still very bullish, it is thought that turpentine will go to much higher figures, but all the same buyers are not inclined to speculate on this, and orders are somewhat on the cautious side. Still there is a good hand-to-mouth trade showing. We continue to quote $1 to $1.02.

Linseed Oil—For the time being linseed oil has ceased to show any more sky-rocket proclivities, and the market has been on the steady side, although very firm. Cables from the Old Country showed a somewhat sagging tendency in the London market, especially for forward delivery, but the local market was unaffected. Stocks are short, and supplies are held in very strong control. Although in some quarters higher prices have been obtained, general quotations are about $1.08 for raw and $1.11 for boiled.

White Lead—Despite the higher prices an active trade is reported in white lead, especially by those shipping by the boats. With the possibility of another advance some dealers are looking ahead with the intention of being on the right side. Grinders are anticipating a very heavy fall trade. We continue to quote $6 to $6.50, according to brand.

Varnishes and Japans—An encouraging trade is reported in varnishes and japans. The good industrial conditions mean that the large users of implement, coach, piano, and other varnishes are buying freely. There is also a good call for household lines, as interiors are now being made ready for the winter. There is a good tone all the way round.

Putty—In view of the close of navigation, dealers are taking heavier lots, and makers report much more activity than before. The advance in price, therefore, does not seem to affect the trade very much. We continue to quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

October 6.—There have been no radical changes during the past week in the paint markets. The high prices of the various commodities remain firm and buyers are taking the situation philosophically.

Reports from local jobbers show that September's business has been very great, the closing fortnight especially showing splendid trading.

There has been no change of note in the linseed oil situation. The English price declined somewhat during last week, but on Monday it again came up to the high figure. The stocks are very light in Toronto with no change in price.

For spirits of turpentine there has been a slight fluctuation, but the stock at shipping points is now not half the quantity that was there a year ago and it is believed that the high price that has been in force the past two weeks, both for rosin and turpentine, has induced the producers to rush their stock forward as soon as manufactured and that the supply for the balance of the year is to be very light.



Constant Turnovers Greatly Help Your Paint Trade

It does not help you to carry paints that can be sold only once to a customer. In order to give your stock exercise, keep it moving. To do more business and make larger profits on a given capital, book your order for

B-H. "English" Paints

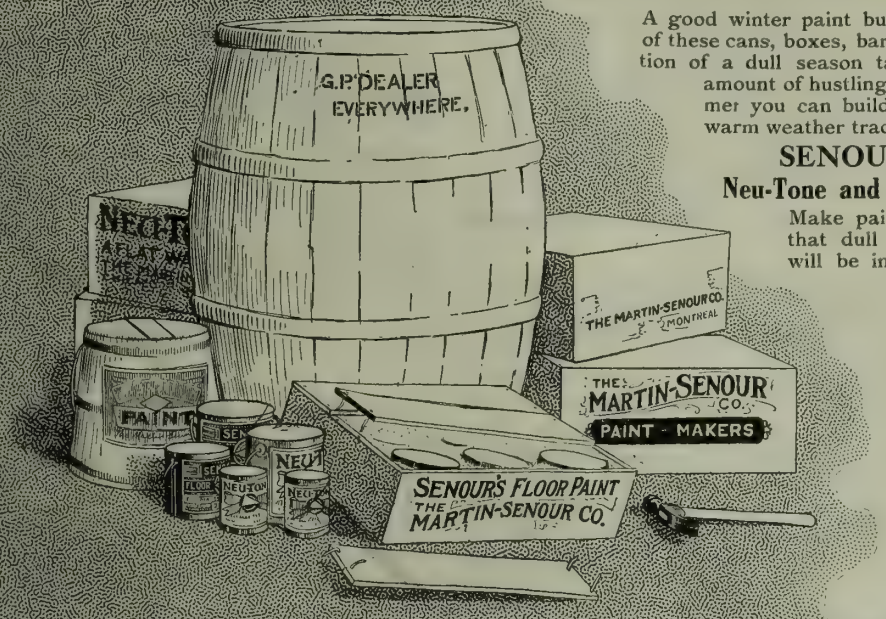
These paints are the only ones in Canada made with BRANDRAM'S B. B. GENUINE WHITE LEAD. The base used is 70 per cent. of this famous lead, and 30 per cent. Pure Zinc White. The other ingredients are also of the very best. B.-H. "ENGLISH" PAINTS can be sold again to the same man, and he will send his friends to you.

Send for full information on our complete line, and facts of interest to paint dealers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

A STRONG PULL



A good winter paint business will be found in the contents of these cans, boxes, barrels and kits. Do not let that tradition of a dull season take hold of you. With the same amount of hustling that you do in the spring and summer you can build up a business as *profitable* as your warm weather trade with

SENOUR'S FLOOR PAINT

Neu-Tone and other Martin-Senour Finishes

Make paint profits the year round, cut out that dull season expense and your business will be in prime condition. A healthy, live business will out-distance all competitors just as a clean limbed, well trained racer can win the race against an old plodding farm horse. Thousands of Martin-Senour's dealers have done this—it is now your turn. Write to-day for **Martin-Senour Agency.**

The Martin-Senour Co., Limited
Montreal Pioneers Pure Paint Chicago
Winnipeg Paint and Glass Co., Limited
WINNIPEG
The Maritime Paint and Varnish Co.
HALIFAX, N.S. Limited

Moore's House Colours



One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE we would like to send you colour card and prices. A trial order will convince the most sceptical. Write us to-day.

Benjamin Moore & Co., Limited
WEST TORONTO
New York Cleveland Chicago

Varnish prices are still withheld. A number of makers contemplate changing the form of their lists and are waiting to evolve a new system before publishing this information.

Turpentine.—The local price is still fluctuating between $1.01 and $1.03 as at last issue. Trading at this high quotation is somewhat light.

Linseed Oil.—The condition of seed remains unchanged. Stocks are low and trading is not heavy. The quotation of last week still holds. Raw oil ranges from $1.07 to $1.09 for single barrels, and boiled oil from $1.10 to $1.12.

Rosin.—All grades continue to sell at tight prices. "G" is quoted at $3.25 per hundredweight in barrel lots.

White Lead.—Splendid sales of white lead continue, though booking is not so heavy as last week. Ton lots of "Government standard" white lead stands at $5.65 f.o.b. Toronto, with 25 cents a hundred more asked for less than ton lots. Private brands of genuine run at least a dollar above these prices. Some good second grades said to be better than "Government standard" are quoted around $5.90 to $6 in ton and less than ton lots.

Red Lead.—This line is unchanged in price or condition. Genuine in casks is at $5.75 per hundred, with No. 1 at $4.25.

Putty.—Trading is much better this week. The building situation calling for large quantities. Buyers were holding off to see if the high prices would stay. Bulk in barrels is at $2.20; in 100-lb. drums, $2.45; bladders in barrels, $2.70; in 100-lb. irons, $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs., cased, $2.80. Special putty prices are 10 cents below these figures for like quantities, and pure putty 35 cents higher.

Glass.—Business is passing in good volume and sales are increasing as the season advances. The higher tendency of the paint market has made glass firmer, though it is not likely from present indications that any advanced figures will be asked.

Petroleum.—The strong feeling apparent a short time ago has given place to an easier tendency. Trading is not heavy in any one line, though all petroleum goods are selling fairly well and the volume taken as a whole shows good business passing. Canadian prime white is still at 13 cents a gallon, American Water White is 14½c, and Pratt's Astral, 17c. Benzine and gasoline are now quoted at 16½c and 18½c, respectively.

KILLING PINE KNOTS.

There are several plans for hiding pine knots and sap so that they will not show under the paint. The old stand-by is shellac varnish, made thin, but this will not always do the trick, at least not when wood alcohol is the solvent. For fine work silver or even gold leaf are not expensive, as a few cents' worth would do for many knots. Shellac will sometimes cause the paint to peel off, floors, and will not always keep the pitch from striking through. Some use and highly endorse red lead and glue knotting, others use red lead and gold size, with a drop of boiled oil added. The trouble with glue size is that one must keep it hot or it will not work.

PAINTING TIN ROOFS.

There is nothing better than metallic brown, Venetian red, or graphite paint for tin and iron roofs. But do not paint with graphite on first coat, but on the second coat if two coats are given. The first coat may be a good metallic or oxide of iron paint, mixed with raw linseed oil, no driers, and applied evenly and well brushed out. The first coat should be given two weeks to harden in before applying the second coat. This is in accord with the working specifications of the National Association of Master Sheet Metal Workers.

ALUMINUM PAINT PREVENTS RUST.

For machines which are to be used for business service in all weathers, it is a good plan to sacrifice appearance for utility and apply a thorough coating of aluminum paint to most of the plated and polished surfaces. If the spokes and hubs are treated in this way, they will be protected from rust and therefore will last much longer than if allowed to remain untouched. Before applying the paint, of course, it is essential that the parts be thoroughly cleaned and dried; the least particle of moisture or any specks of dirt which would interfere with the paint, would give opportunity for corrosive action to be set up.

ADULTERATED LINSEED OIL.

The Minnesota dairy and food commissioner has fifty barrels of linseed oil, or "near" linseed oil, which he confiscated during recent months when shipped into the state by the American Linseed Oil Company because adulterated. A decision in Federal court upheld the commissioner in confiscating the oil, and thereby it becomes state property. "It's good for street sprinkling or use in a soap factory," says Commissioner French. The linseed oil had been diluted with petroleum, in some instances as high as 47 per cent.

IMPORTANT NEW INDUSTRY.

Montreal, Oct. 5.—When it was announced this week that James Reid Wilson had decided to retire from the directorate of the Nova Scotia Steel and Coal Company, very little surprise was manifested as it had been known for some time past that it was his intention to form a company of his own for the manufacture of tubes, pipes, tacks, bolts, wire products and other articles consisting of iron or steel. The new company, which will be known as The Canadian Tube and Iron Company, will be capitalized at $1,000,000, and associated with Mr. Wilson in the new concern will be Messrs. Waldie and Hough, formerly of the Montreal Rolling Mills, before it was taken into the merger. The necessary capital being available it is expected that operations will be started very shortly, the plant being located at Montreal.

"IF A MAN BUILD A BETTER MOUSE-TRAP, OR PREACH A BETTER SERMON THAN HIS NEIGHBOUR, EVEN THOUGH HE BUILD HIS HOUSE IN THE WOODS, THE WORLD WILL FIND HIM OUT AND WEAR A BEATEN PATH TO HIS DOOR"

—Emerson.

DISCRIMINATING BUYERS FIND US, AND THE PATHS ARE WELL BEATEN AND EASY TO THE WORKS OF

THE CANADA PAINT COMPANY LIMITED

Window Glass



Many dealers do not recognize what good profits are made from the sale of Window Glass.

Just now Window Glass can be bought low and the prices for retail being well established the profits are high.

We have a splendid retail list showing the prices for retailing glass, that will be a help to all dealers.

We have just received enormous stocks of

Star Glass
Diamond Glass
Double Glass
26-oz. and
32-oz. Glass
Enamelled Glass
Colored Glass

We advise all dealers to look over their stocks. Now is the time to sort up when prices are low, and you are sure of having your assortment complete. The demand is very heavy, and it will be a case of first come first served for the best assortment very soon.

We are ready to quote or to ship.

A. Ramsay & Son Co.
Established 1842
Glass Dealers
MONTREAL

NEW ERA PAINT

For profit and satisfaction here's a line that's hard to beat!

"New Era" Paint is honestly made. It is warranted to hold its color better, to last longer, and to cover more surface than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER
—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features:

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it. Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.



INTERNATIONAL VARNISH CO.
LIMITED
(Canadian Factory of Standard Varnish Works)
Toronto and Winnipeg
New York Chicago London Berlin Brussels
N.B All goods are sold in Imperial Measure Packages.

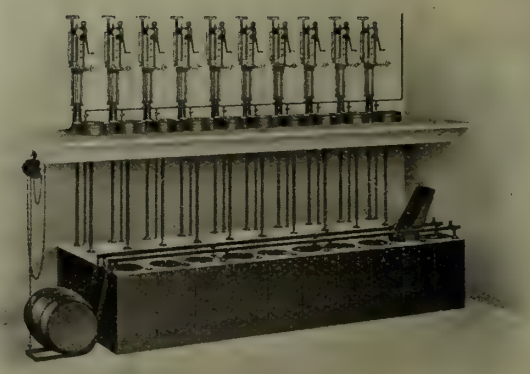
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QUALITY AND ECONOMY
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VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

THE
Dougall Varnish Co.
LIMITED
J. S. N. DOUGALL, President
525 St. Paul St. - Montreal
Associated with MURPHY VARNISH CO., U.S.A.



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

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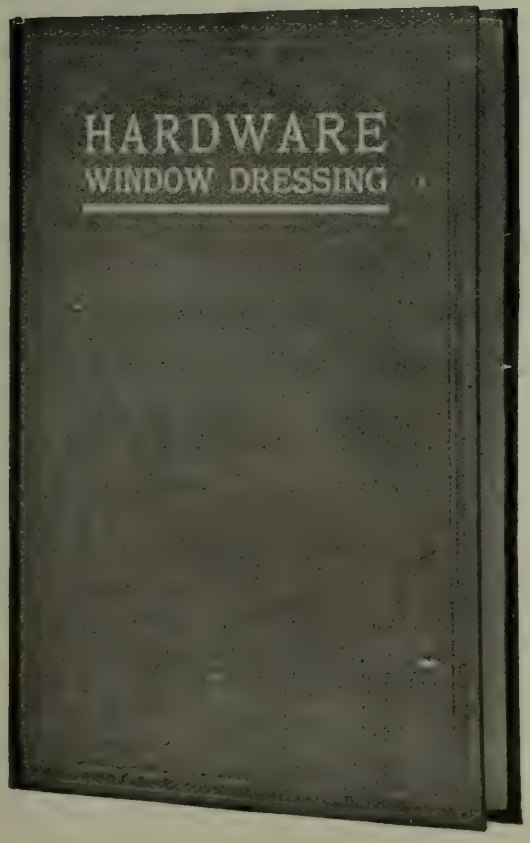
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Better convince yourself—Get sample and price from nearest depot.

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You May Become a Practical Window Dresser for $2.50

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The dealer in your town who stocks Pratt & Lambert Varnishes, puts himself right in line for all the best varnish trade — puts himself in line for quick and profitable varnish sales.

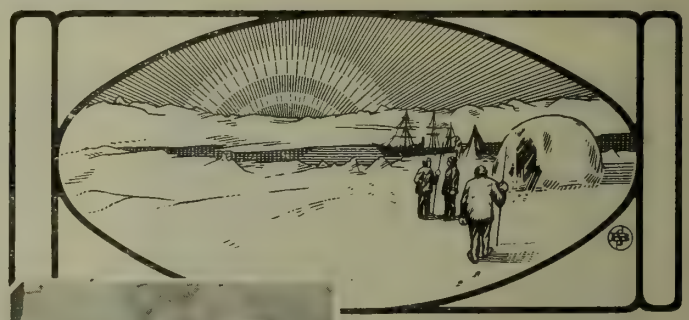
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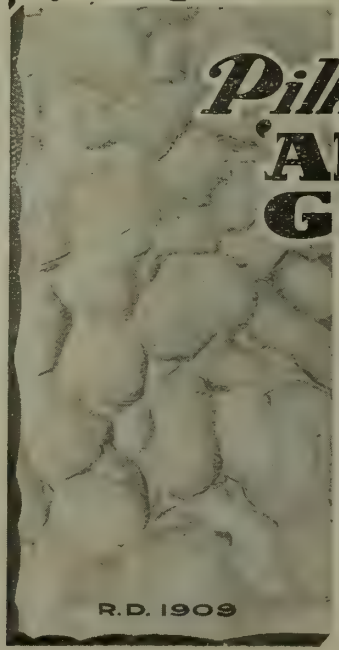
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A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

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Works:—ST. HELENS, ENGLAND.

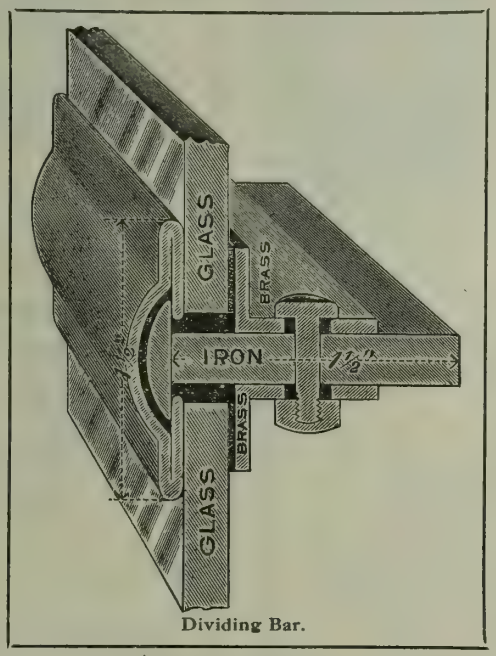
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For Store Fronts

The installing of THORNE METAL BARS in a store front are absolutely essential to insure the latest improvements in store front construction, and is not an expense, but an investment, which will show quick returns in increased business.

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A store front is a merchant's continual advertisement, and a modern front, complete with polished plate, maximum tile or sheet, THORNE BAR and sidewalk prism, cannot fail to attract attention. Have our representative give you quotations on altering your front.

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Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

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Any device that will save the housewife's toil is in big demand, and you'll find the "***MAPLE LEAF***" ***CLOTHES DRIER*** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

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GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

Special prices direct to merchants.

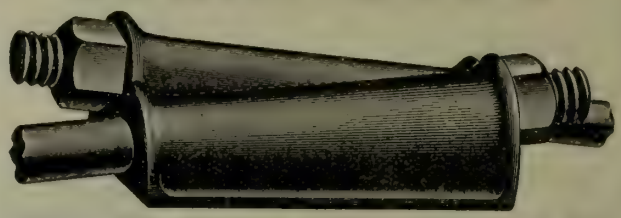
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MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

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How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too*

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Special Milled Work

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Fully Warranted

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These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

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Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

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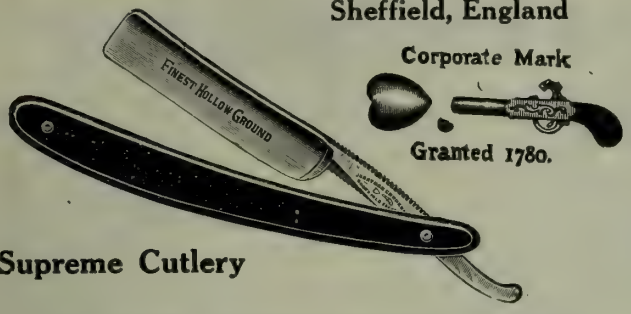
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Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



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IF YOU DO NOT STOCK THEM, ***NOW*** IS THE TIME TO DO SO.

Made in Canada by Canadians for Canadians

OUR GOODS PAY NO DUTY, hence the value we can give.

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PRESSED STEEL HINGES OF ALL DESCRIPTIONS.

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ESTABLISHED 1856 — **Appley Bridge, Wigan, Lancs., England**



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

Send for samples and prices.

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Tinned, Coppered or Plated Finishes



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"Ontario" Lantern Footwarmer!

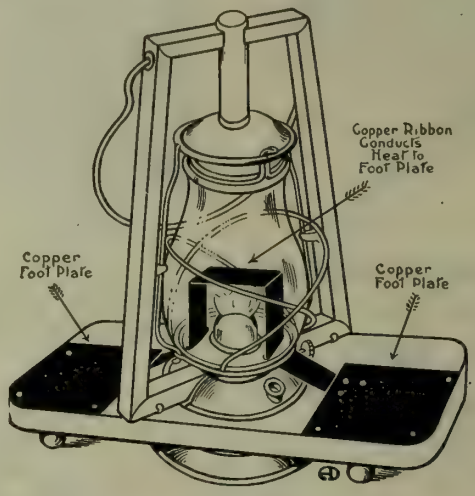
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The

Entire Body Kept Warm

Also

A Light Whenever Needed



Indispensable

To

Farmers, Doctors & Travellers

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A Novelty! Useful!! and A Seller!!!

Have YOU seen one? For sale by all Jobbers.

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Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

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Inside view of the tub that does not warp.

No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are

Exclusive Features

that cannot be copied



No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the

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and other kinds.

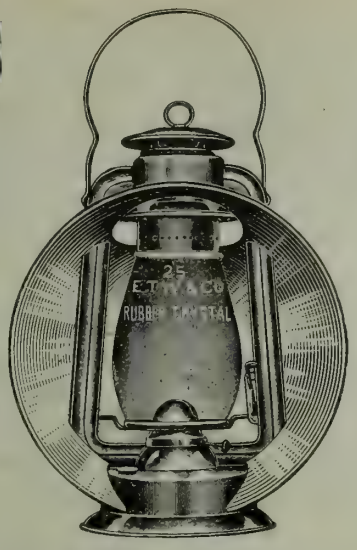
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WRIGHT'S

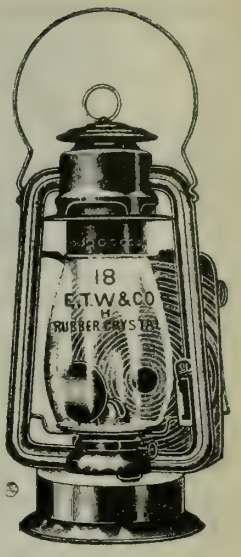
Cold Blast Lanterns, Plain, Japanned, with Reflector and Dash Attachments. Every Lantern fitted with Wright's Rubber Crystal Globe.



WRIGHT'S

No. 18 Riding Lantern, Japanned, with 2¼ inch White Bull's Eye (independent of globe) in front, and 1¾ inch red signal glass at back.

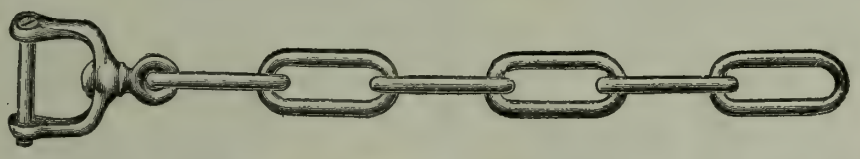
No. 19 is the same, with the exception of having no red signal light.



E. T. WRIGHT & CO., (H. G. Wright) **Hamilton, Canada**

Winnipeg Distributing Agents—MERRICK-ANDERSON & CO., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

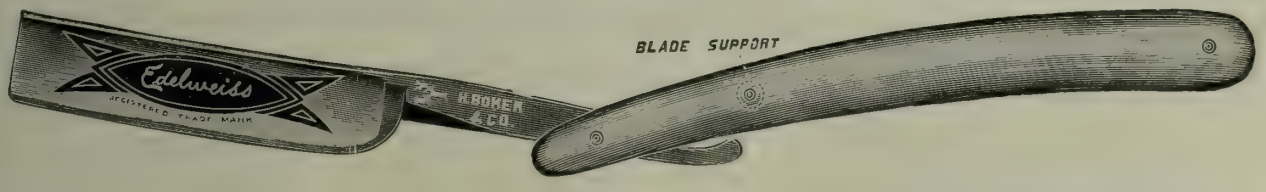
Coil Chain	*Logging Chain*	*Heel Chain*	*Loading Chain*	*German Coil*	*Halter Chain*	*Tie Outs*	*Cow Ties*

McKINNON CHAIN COMPANY

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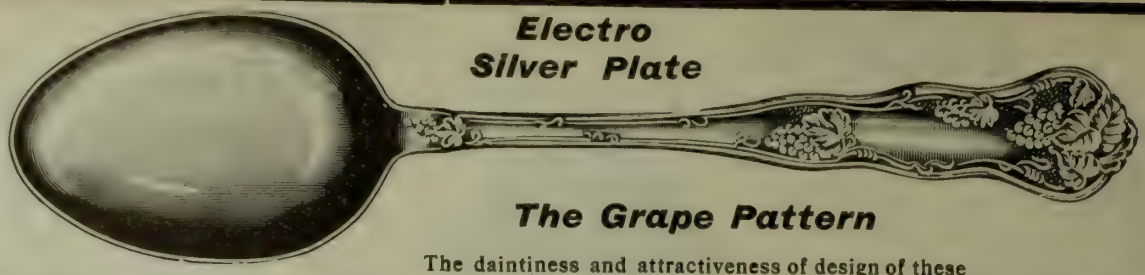
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It doesn't pay to wait until the cutlery season arrives before you fix up your plans. See about it now. It is not too soon. Make up your mind to cut once for all with inferior quality and its disappointments. Stock nothing but the very best, which is H. Boker & Co.'s "Tree" Brand Cutlery. You will obtain more profit—sell more cutlery during the next three or four months than you have ever done in any corresponding period, because every article bearing the famous "Tree" is guaranteed perfect.

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Electro Silver Plate

The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they are proving ready sellers. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

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DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



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Only the very best of materials and the highest grade of skilled labor obtainable enter into their construction.

In addition to being fitted with adjustable throats allowing for coarse or fine work, the cutters are adjustable both endwise and laterally.

We are now prepared to ship these "BAILEY" Block Planes from our CANADIAN WORKS, also our complete Line of Iron and Wood Bench Planes, Bit Braces, Spokeshaves and Pocket Levels, and as fast as practicable to these will be added other lines of tools shown in our catalogue—a copy of which we should be glad to send to anyone who so desires.

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NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

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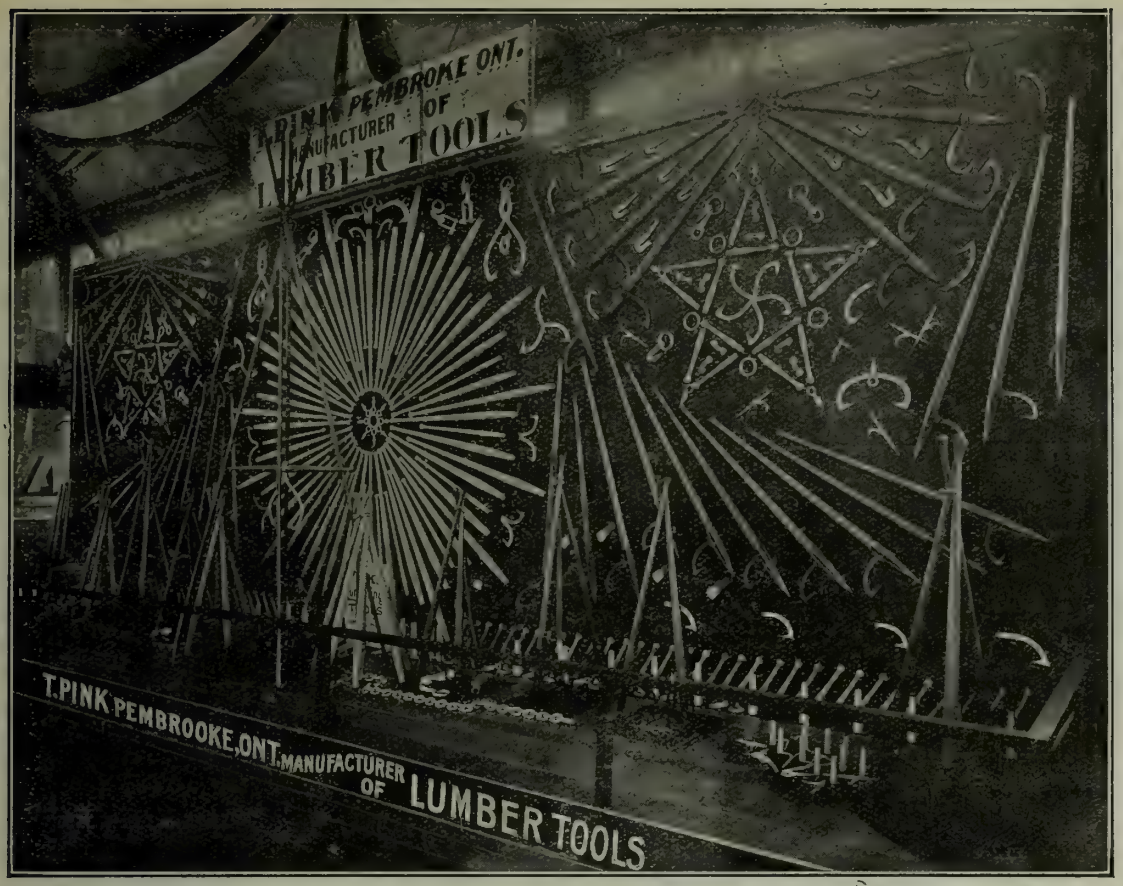
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METAL CEILINGS AND WALLS

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Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

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Water Filters
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GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

Send for a trial lot



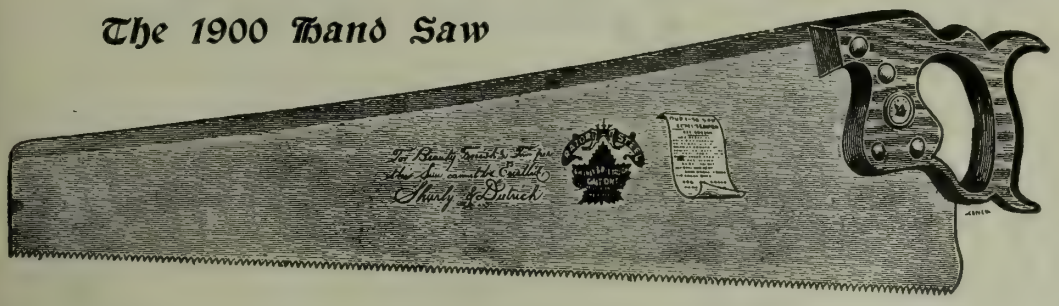
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All "Maple Leaf" Saws are fully guaranteed. They are all tempered by our "Secret Process," which gives an absolutely even tempered Blade throughout.

The 1900 Saw is gotten up especially to please Carpenters

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Woodstock, - Ontario

THOMPSON & GUNN

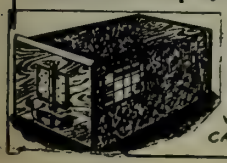
Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL, Toronto



D-L Standard Flexible Wire Mat

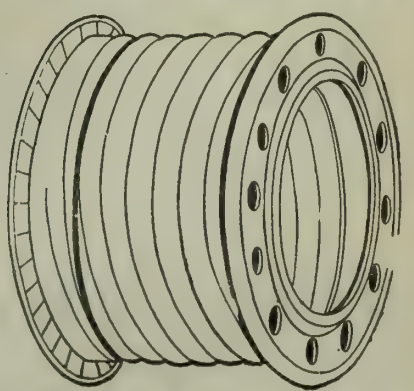
Far and Away the Best

Our prices and discounts will interest you.

Dennis Wire & Iron Works, Limited

London, Ont.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke.

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary. Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



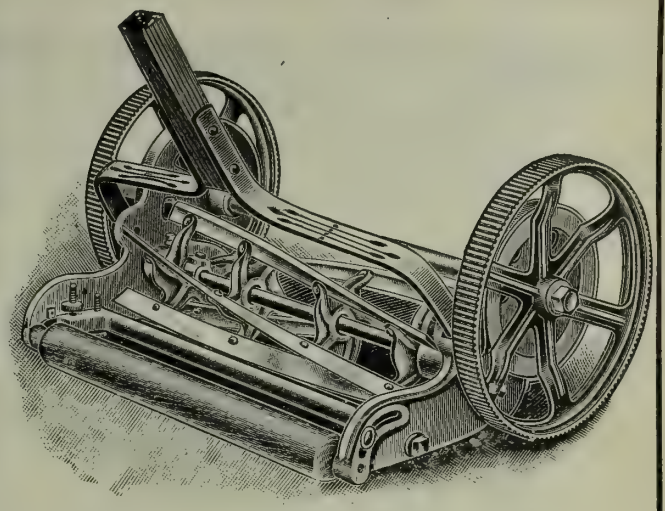
Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.



"W & B" Lawn Mowers

Built of selected material throughout and unequalled for strength, durability and light draft.

Elegantly finished in attractive colors that make the machines the most ready sellers ever put on a dealer's floor.

A complete line of mowers, including strictly high grade, medium and low-priced machines.

We are booking orders now for 1911 delivery and solicit your order, or an opportunity to name you prices.

W B TRADE MARKS W&B

The

Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS

BLACK DIAMOND Tarred Felt  ***JOLIETTE and CYCLONE Sheathing.***

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

TAL AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 50 13 50
Cut lengths, round bars, ½ to 2 in..	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Copper sheet, tinned, 14x60, 14 oz..	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reesled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75	2 75
All bright, 52 sheets.....	3 70	3 75

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
80.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch.....	2 03	¼ inch..... 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 28	¾ " 4 43
1 "	4 70	1 " 6 35
1¼ "	6 41	1¼ " 8 66
1½ "	7 70	1½ " 10 40
2 "	10 26	2 " 13 86
2½ "	16 39	2½ " 22 14
3 "	21 52	3 " 29 07
3½ "	27 08	3½ " 36 58
4 "	30 78	4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped uniors, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 21
Wiping	0 18½	0 19½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$37 00	37 00

Charcoal Plates—Bright..

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$5 50
I X, 14x20 base.....	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00	
I X, 14x20 base.....	6 00	
I X X, 14x20 base.....	7 00	
I X X X, 14x20 base.....	8 00	

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base..... ...	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	....	4 25
I X, 14x20 base.....	....	5 00
I X X, 14x20 base.....	....	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base.....	....	4 00
20x28, double box.....	....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin.....	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	6 75

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No; 17. $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

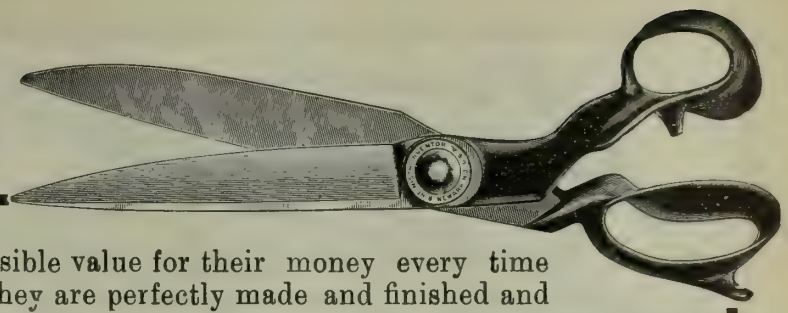
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.60; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31,1 04 Nos 30-34, $6. Coppered, 75c; oiling, $c;;, in 25-lb. bundles, 15c; in 5 and 10-lb bundle;; 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c., in ¼-lb. hanks, 50c.; packed in casks or cases 15c.; bagging or papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Soissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigafoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 90
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, M.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 18½	
Benzine, per gal single bbls	0 16½	
Turpentine, single barrels	0 99	1 01
Linseed Oil, " raw	1 08	1 07
" " boiled	1 11	1 10
Rosin, "G" grade, 100 lbs. bbl. lots		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	5 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Canada Paint Co's. white enamel	3 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Roskford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs.
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.

Amatite ROOFING

When a man is under the necessity of using a lot of roofing, he is pretty sure to study the subject with great care.

That is why Amatite is so often used on the big ready-roofing contracts.

A man who has only a few hundred feet of roof will often be careless in his choice of roofing, but when it comes to thousands of square feet Amatite is sure to be used.

The following is a typical instance:

Buy It—and You'll Never Need Roof Paint

Paterson Manufacturing Company.

Dear Sirs: We wish to inform you that the "Amatite" Roofing which we have used on our office, storehouse, lumber shed and barn has given most satisfactory service.

The area that these roofs cover is about 15,000 square feet. The roofing is unusually attractive in appearance, and in our judgment is the most durable and satisfactory made. The fact that it requires no painting appeals to us very strongly, and this feature makes it by far the cheapest ready roofing on the market.

CITY LUMBER & COAL COMPANY.
[Signed] F B. Boardman, Treasurer.

The economy of Amatite is not only in its durability and its price (lower than any other mineral surfaced ready roofing on the market), but also in the fact that *it requires no painting.*

You may be sure it would cost something to paint their big roofs if they used a roofing that needed painting. All that is saved with Amatite.

A sample of Amatite will be sent you for inspection free if you will send name to the nearest Paterson office at once.

The Paterson Manufacturing Company, Ltd., Montreal, Vancouver, Toronto, St. John, N.B., Winnipeg, Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7
Plain Fibre, No. 1, per 400 ft. roll	45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08¼
650 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60 1 70
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 h, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and palls, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern palls, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¾ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 50 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.	
Can openers, per doz	0 40 0 75
Mincing knives per doz	0 50 0 90
Potato mashers, wire, per doz	0 60 0 70
" wood	0 50 0 60
Vegetable slicers, per doz	2 25
Universal meat chopper No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60
Toasters, 50 p.c	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 5 knives, 12 in. $5.10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 3½ x 8½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 15½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 80

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 45% "Singalese" and "Alaska" Nevada silver flatware, 45 p.c.

Shears that Sell



This cut represents our Ordinary Straight Trimmers

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave. TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	30 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		2 80

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb 0 34½

SAWS.

Atkins Hand and Crossout, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 36	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" slip	" 0 18	0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross 3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge, 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN
GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Nicholson File Co.

Dominion Works, Port Hope, Ont.

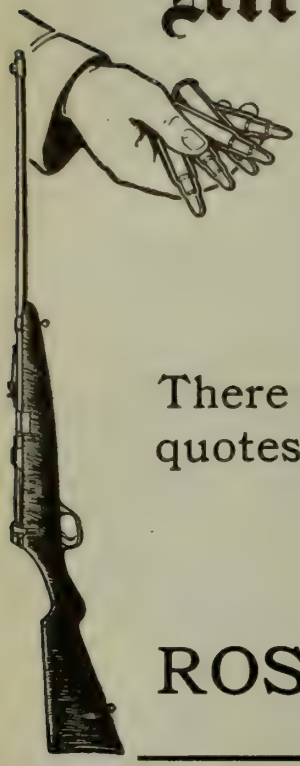
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw
Winnipeg—Harry F. Moulden

The Ross Rifle



Despite all *opposition*, ROSS RIFLES, both Military and Sporting, are winning prizes and doing the work they are built to do.

Dealers who do not handle Ross Rifles are simply neglecting a business opportunity.

There is a good margin for you, and the factory never quotes trade discounts except to the legitimate trade.

Write for catalogue and discounts.

ROSS RIFLE CO., Quebec, P.Q.

Wire Nails

A trial order solicited. Prompt shipment made.
Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire—Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED





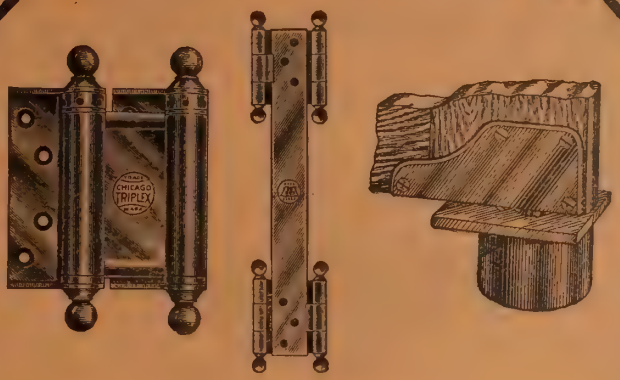


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

We're at it again——reminding you that our range of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.





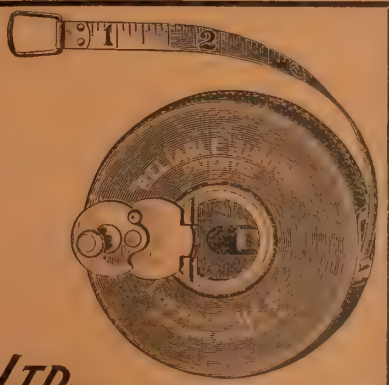
Cylinder Night Latch, No. 103

Write for Catalogue

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co operation.

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

SOLD BY ALL GOOD JOBBERS

SEND FOR CATALOGUE



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



TRADE MARK
DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY



The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular

AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

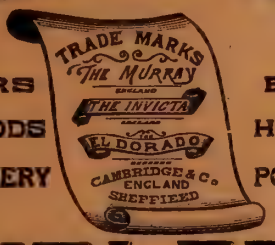
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VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 15, 1910 NO. 42

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

ALWAYS DEPENDABLE

"Queen's Head"



Galvanized Iron

Every sheet uniform in weight and coating

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co Ltd.
Montreal
Managers Canadian Branch

Here's a Line for Profit



The "T-F" Cobbler Outfit

This extremely handy and low-priced set contains every tool required for the efficient repairing of all kinds of boots and shoes, and it will prove the means of earning your customers' good will, because using a "T-F" COBBLER SET means saving many dollars a year. Has invariably proved a ready and profitable seller and should find a place in every hardware store.

Get our prices. Write for general catalogue.

The Taylor-Forbes Co., Ltd.

Head Office and Works

Guelph :: Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travelers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Index to Advertisers—pages 74-75.

Canada's Biggest Showing Athletic Goods 1911 Hammocks



A double strength——————————Not a single weakness

The Lines Shown

Baseballs
Mitts, Gloves
Bats
Footballs
Shin Guards
Lacrosse
Tennis Goods
Hammocks
Rubber Balls
Flags, Kites
Air Rifles
Sail Boats
Seaside Toys
Picnic Goods
Garden Tools
Wagons
Easter Novelties

If you have not yet received advice of our traveller's visit, drop a card.

No dealer in Sporting Goods, Hammocks and other specified summer lines can afford to miss this opportunity to start 1911 right.

The Big Features

Reach Goods

Restricted Prices
Free Advertising Signs
Free Catalogues with your imprint
Every piece guaranteed

Victor Goods

Approved models,
Biggest values
Popular prices

Hammocks

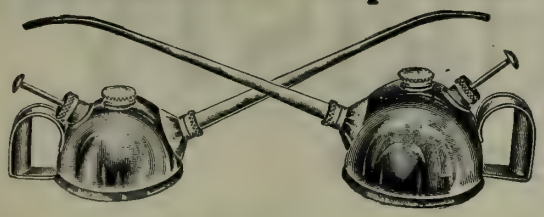
Every sample new
Rich colorings
Exclusive designs

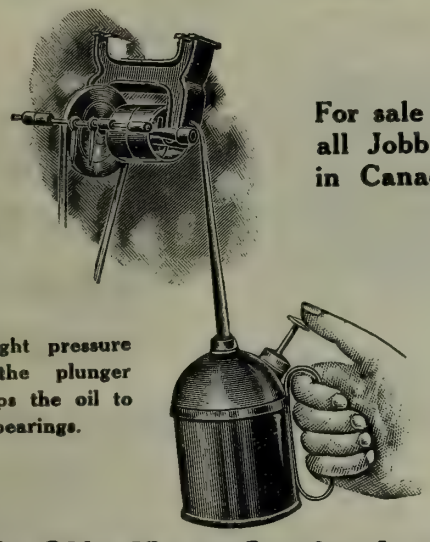
REACH and VICTOR
Baseball Goods **1911** **Victor** Exclusive Hammocks

The Fancy Goods Co. of Canada, Limited

156 Front Street West, Toronto

Howland's Pump Oilers



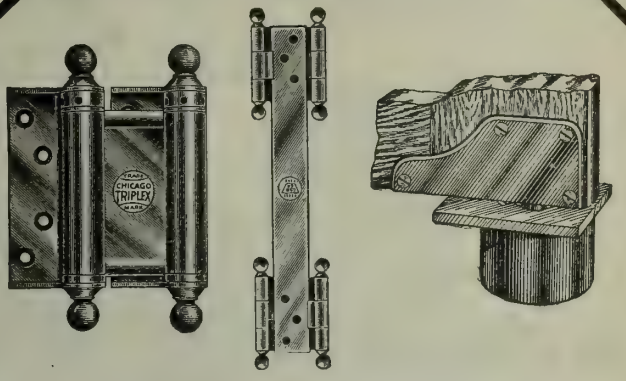


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

Show Him the Other "YANKEE" TOOLS



No. 115



No. 65



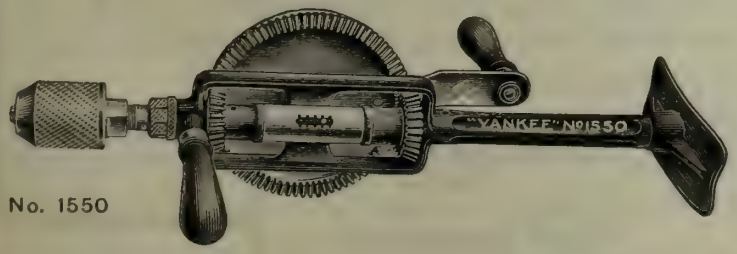
No. 35



No. 44



No. 50



No. 1550

It is better to sell one buyer all the "Yankee" Tools you can while he is interested than to hurry him off to sell another a cent's worth of nails. It's easier too.

Your nail customer will wait. Get his ear and he becomes interested and likely as not a "Yankee" Tool buyer. Show the other styles before you let him go. "Yankee" Tools appeal to men of every trade and profession from Carpenter to Clergyman, and a little demonstration is sure to make sales.

Think of the number of customers who have bought the No. 30. Everyone will be interested in the four attachments made for this tool. But this is only the first chapter of the "Yankee" Tool story. We make 35 styles and 75 sizes. Everyone a labor-saver. Get acquainted.

Let Us Send You Catalog.

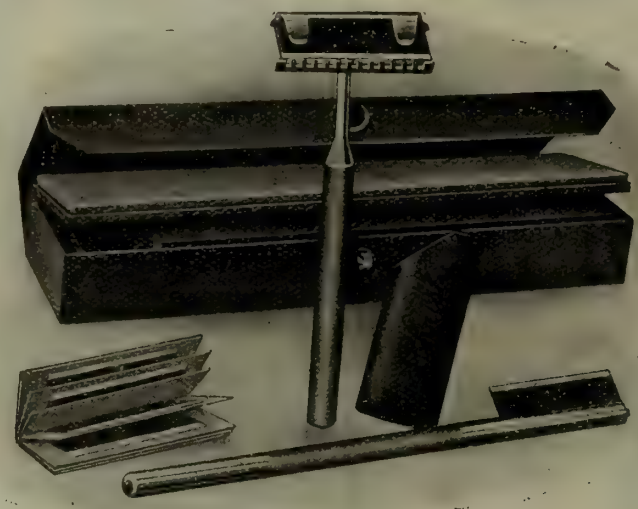
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwareman**

Write for Terms to the Sole Manufacturers



Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

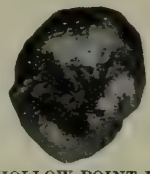
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET (Before Firing)



HOLLOW POINT BULLET (After Firing)



SOLID BULLET (Before Firing)



SOLID BULLET (After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless.
.22 Long Rifle, Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
.25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

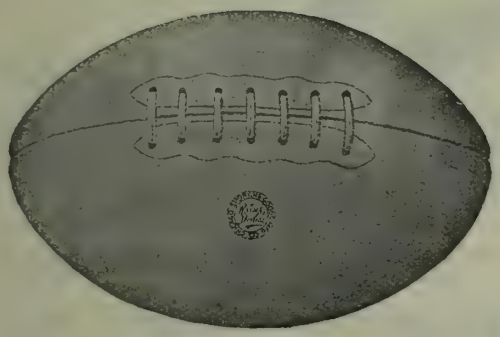
The Union Metallic Cartridge Company, Bridgeport, Conn. — The Remington Arms Company, Ilion, N. Y.

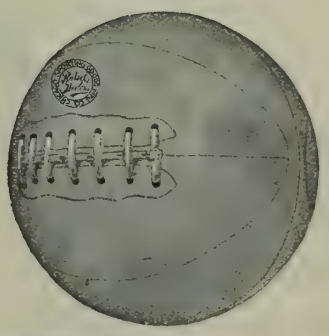
Agency, 299 Broadway, New York City

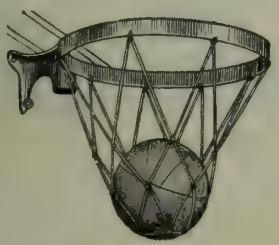
Same Ownership, Same Management, Same Standard of Quality.

Fall Sporting Goods







Write for Catalogue No. 42, showing our full line of Fall Sporting Goods.

OTTAWA
TORONTO
VANCOUVER

LEWIS BROS., Limited

Address all correspondence to MONTREAL

SEASONABLE GOODS

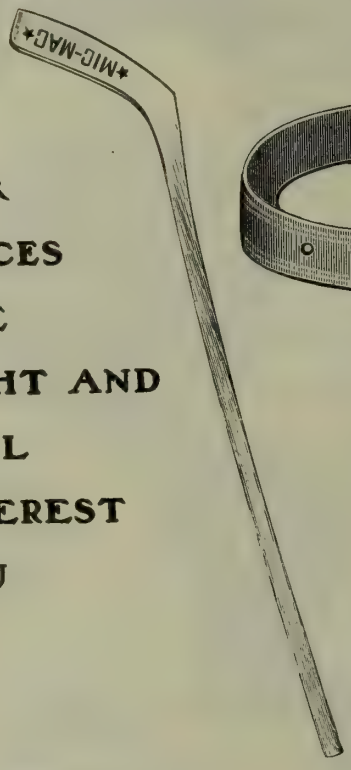
Now is the time to think about your Skate Business for the coming Season. If you have not placed your order yet, get our Prices and see our Samples.

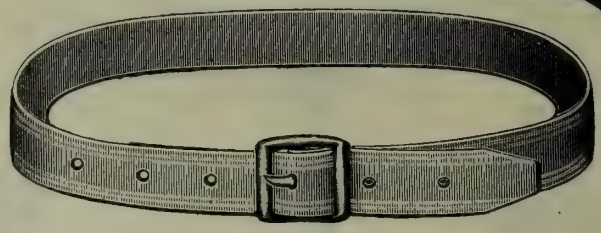


"NOVO" HOCKEY SKATES
The Best Hockey Skate on the Market

Skates---Ladies', Child's, Boys' and Expert Hockey

OUR PRICES ARE RIGHT AND WILL INTEREST YOU





RUSSET SKATE STRAPS
Sizes assorted 18 to 21 in.; 30 in.; 36 in.



INCREASE YOUR SALES BY SELLING THE BEST

HOCKEY STICKS

of the Best Quality

EXPERT—AMATEUR—MINIATURE,
BUILT UP GOAL STICKS,
DEFENCE STICKS,
FORWARD STICKS.

We are carrying one of the largest stocks of Skates, Hockey Sticks, Straps and Pucks in the Trade and we are in a position to quote very attractive prices.

When in the market for any of this line, do not forget to let us know.

ALL INQUIRIES RECEIVE OUR PROMPT ATTENTION.

Send for Samples To-day.

We Ship Promptly. **Ask our travellers about this line.** **We Ship Promptly.**

F.&W.

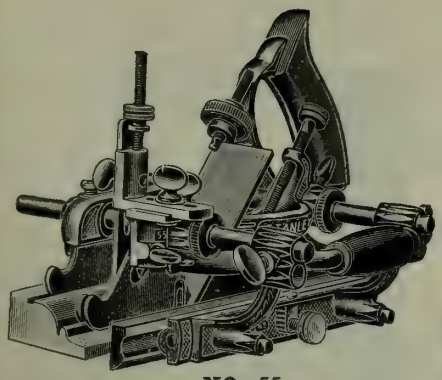
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

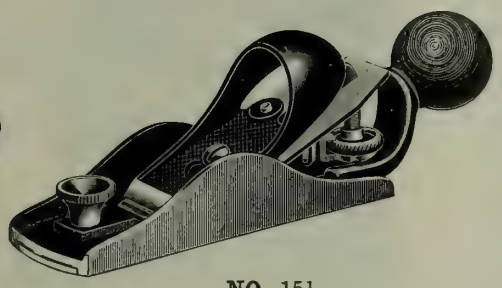
Montreal : : : : : Canada

F.&W.

Stanley Tools



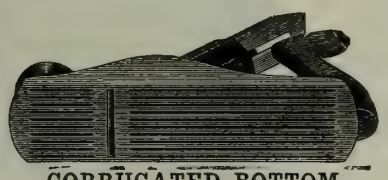
NO. 55.



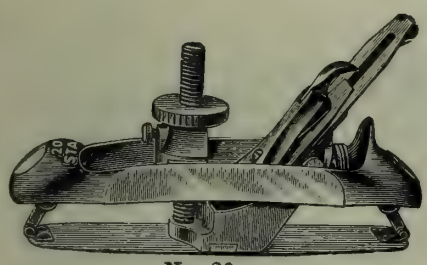
NO. 15½.



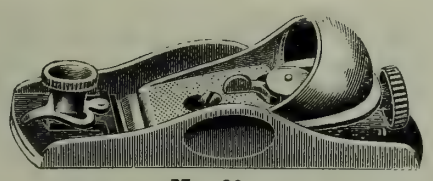
"BED ROCK" No. 607.



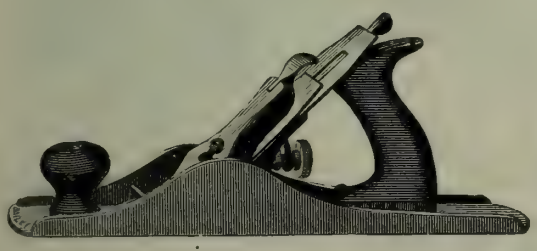
CORRUGATED BOTTOM.



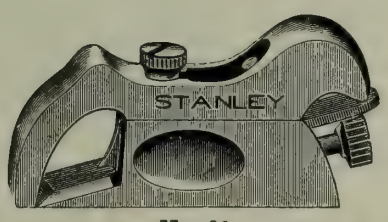
No. 20.



No. 60



No. 7



No. 90

The best that money can buy. Skilled Mechanics will accept no other make as substitute for "Stanley." New improvements have made Stanley Planes better than ever.

Our stock consists of these new goods only, so that all orders through us will be filled with the most recent production of the factory.

Full assortment shown in our catalogue.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Products That Sell In The Winter



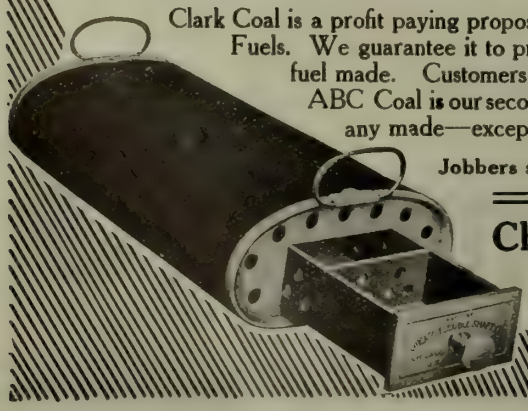
Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Liberal Advertising all the time makes Clark Products the Dealers' Line

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.



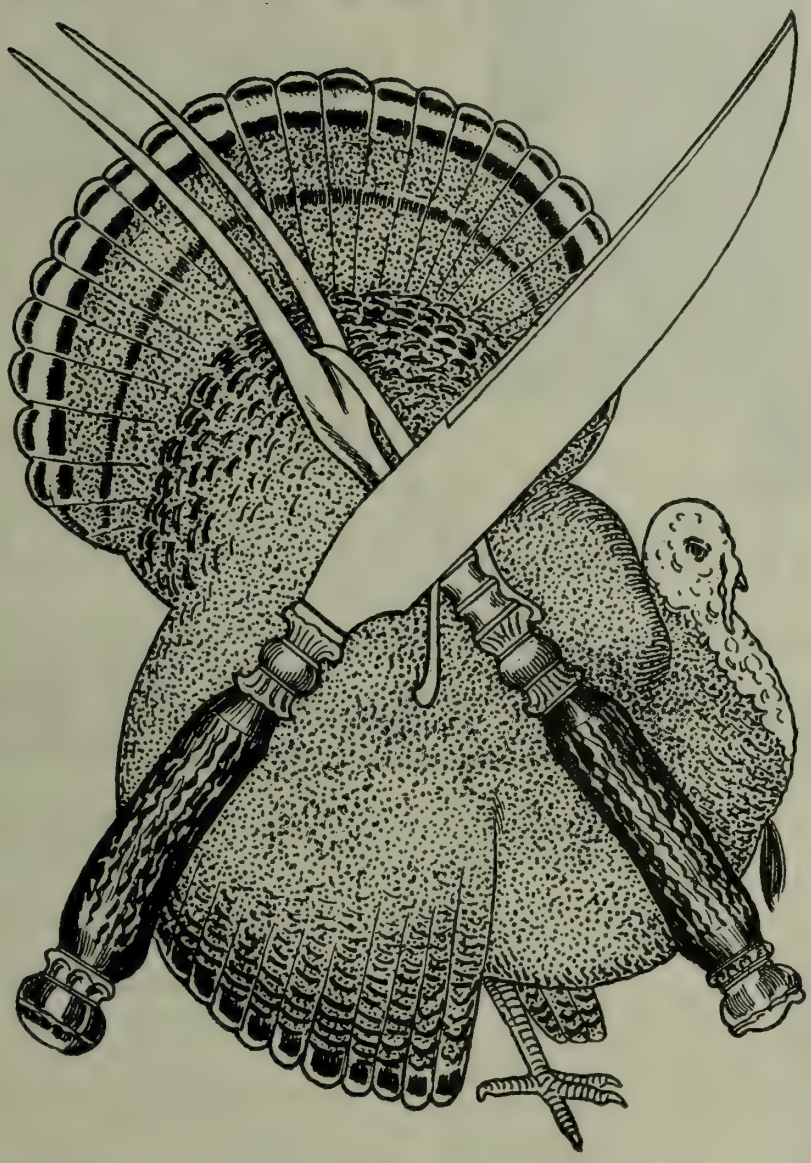
Jobbers sell these—or write for 1908-1909 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago

JOSEPH ELLIOT & SONS'

English Cutlery



Place your orders now for Thanksgiving Business and feature the Elliot line as the best that money can buy. The pattern and finish of each and every article bearing the Elliot, Sheffield, Eng., trade mark are strictly first class and you may depend upon their reliability at all times.

Push the Elliot line, for it is deserving of your best efforts.

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware Merchants. **138-140 West Front St., Toronto, Ont.**



BUTT HINGES

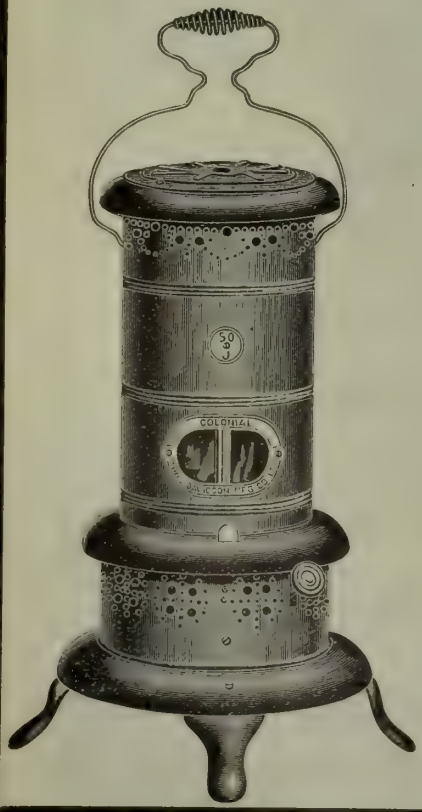
A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make. LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated) - - -	19 lbs.
Height (bail down) - -	25 inches
Diameteter of base - -	17 inches
" " upper drum -	8¼ inches
Capacity of fount - -	1 gallon

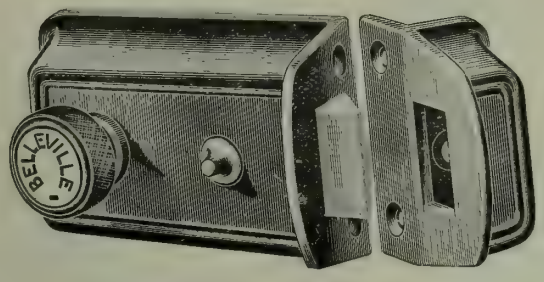
Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO

Less effort and better results

are two features which recommend

Connor High Speed Washer

to the busy housewife

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball-bearings.

The trade will find the **"High Speed"** not only the best washer but the best selling machine on the market.



Send for booklet and prices.

J. H. CONNOR & SON

LIMITED

OTTAWA -- - - CANADA

We are willing to give exclusive control of this machine in unrepresented districts to live dealers.



You should have a catalogue showing the hundreds of handsome designs of

"METALLIC"

Ceilings and Walls

It means Dollars and Cents to you

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings—Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough—Fireproof Windows and Doors, etc.

046

The Metallic Roofing Co Limited

TORONTO & WINNIPEG

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

"No. 816"

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

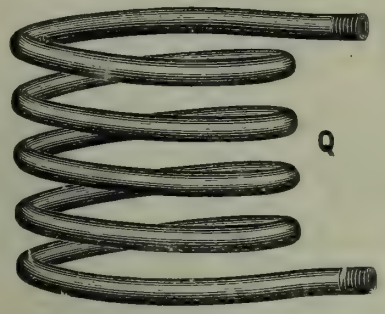
Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

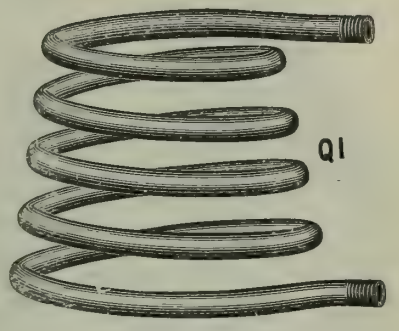
Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

WROUGHT COIL BOILERS



PARALLEL COIL

FOR HIGH OR LOW PRESSURE HEATING. IN 3/4 IN. TO 2 IN. W.J. TUBE—ANY NUMBER OF TAPS. LARGE STOCK KEPT. THESE BOILERS ARE CHEAP AND RELIABLE AND A GOOD SELLING LINE FOR IRONMONGERS.



CONICAL COIL

Illustrated Price List Sent Free on Application.

JONES & ATTWOOD, LIMITED

HEATING ENGINEERS, STOURBRIDGE, ENGLAND



5000 REVOLUTIONS PER MINUTE

ON HEAVY WOODWORKING MACHINES

It requires the very best kind of Antifriction metal to withstand such speed any length of time. "Genuine" Babbitt won't do it, and no other metal can touch Magnolia for such severe service, as well as its special adaptability for the heaviest pressures, such as Rolling Mills, Rock Crushers, etc.

Chicago, Ill., April 8th, 1910.

Gentlemen—Enclosed find 40 cents for which please send me one of your Engineer Pocket Books. I have used Magnolia for nine years on heavy duty high speed machinery, running 3000 to 5,000 revolutions per minute. Some of these machines have run for four years. Respectfully yours,

FRANK BERANEK, 1900 Fisk Street.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOKS

Containing 680 pages treating on over 2000 Mechanical and Engineering subjects brought up to date. We offer this valuable reference work at the very low price of 40 cents postage prepaid.

Let us know if you want copy.

Address Montreal Office

If your Dealer does not keep Magnolia and will not order, we shall be pleased to supply your requirements.

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal

New York - - - Chicago

Hardware Men, STOP!



BEFORE PLACING THAT ORDER FOR

BABBITT METAL

GET QUOTATIONS FROM

The Canada Metal Co., Limited

We have many grades which are considered the best selling lines in the trade.

Are you handling The Canada Metal Co.'s

BABBITT METALS?

If not, place a sample order at once. You will sell that and order more.

WRITE FOR ILLUSTRATED PRICE LIST

The Canada Metal Co. Ltd., Toronto

Works all the Time

That's What Our Downdraft Chimney Pots Will Do. The "EDWARDIAN"

Is the name and they stand for convenience, comfort and health in all buildings, **especially** suited to Public Buildings, Schools, Theatres, and Private Houses, Auditoriums, Skating Rinks, Etc. **Ideal Ventilation is guaranteed. It is Fireclay** and prevents **downdraft** absolutely. It can be obtained glazed or unglazed, round or square, and will fit any chimney or flue. Write for particulars. A quick seller and **new**, too. Used on all the **Royal Palaces in Britain,** as well as Canadian Government Buildings. This pot also increases the heat where needed. **No smoky chimney can exist where this pot is used.**

We have also a Patent Soldering Iron for bench and all kinds of work. It is unique. One Iron will do the work of two and costs less. Write us. It will pay you to get this line for your trade. We also carry a splendid variety of **English and Foreign Glue,** and it is not only reasonable in price but it is the **Highest Grade.** It will bring satisfied customers.

Don't forget that we carry all kinds of **Painters' Supplies** and make a specialty of **British goods.** Architects specify our lines and it will pay you to prepare for the demand.

Glazed tiles of **all Colors and Sizes** for floors, walls, and fireplaces will interest you. Write for catalogue. **No order too large for us.**

The International Supply Company

140 MANSFIELD STREET - - MONTREAL

The Peerless Hangers and Fasteners for Storm Sashes

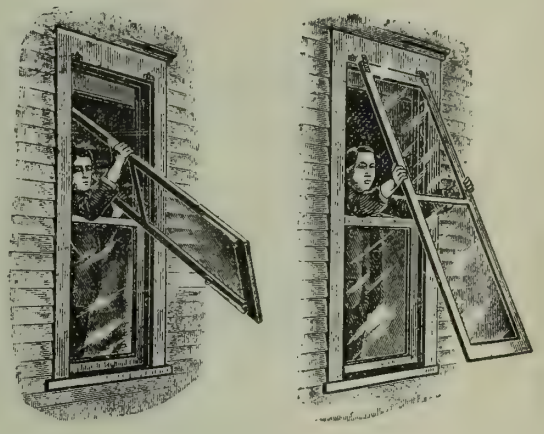


The winter is coming on and everybody is thinking about their storm windows. Why not try the Peerless?

Save half your fuel bill

Take off storm windows in spring and immediately put on your screens on the same hangers.

No Tools or Ladders Required



Windows can be hung from inside. Can be washed with perfect ease.



Also BUTTS, HINGES and BUILDERS' HARDWARE

COWAN & BRITTON : GANANOQUE, ONT.



Send Us Your Cornice Orders

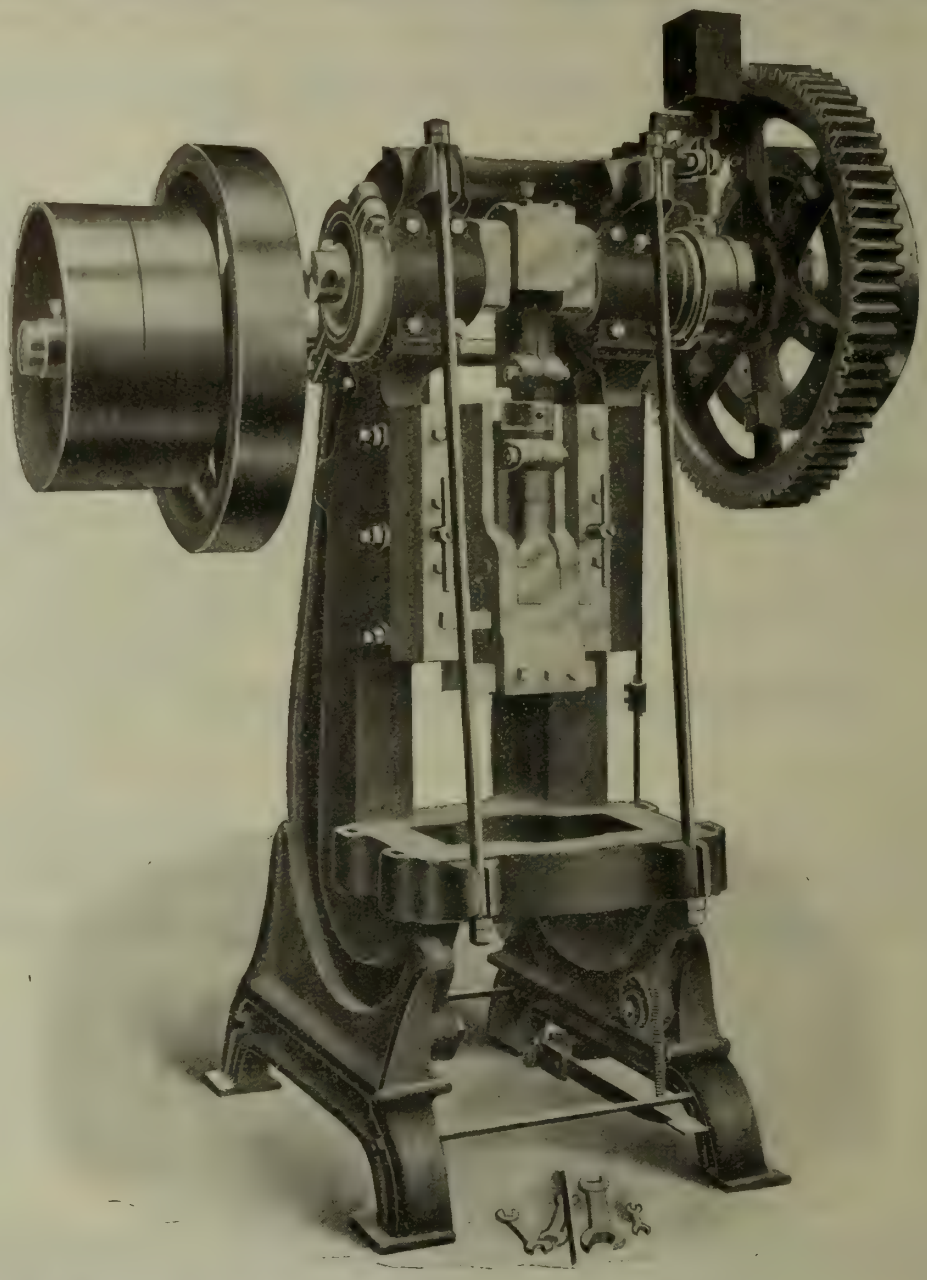
We make a specialty of Galvanized Iron Cornices and Ornaments.

"Galt" Cornices and Skylights are turned out on a 1909 model Ohl Power Press under the supervision of the man whose work took highest awards at Paris, 1900, and St. Louis, 1904.

Properly made Cornice is 25% easier to erect than ordinary stuff.

Deliveries prompt. Prices right. Let us quote you on your requirements in Cornices or Skylights.

The Galt Art Metal Co., Limited - Galt, Ontario



B.B. No. 215—Geared Power Press

This style of press is unsurpassed for DURABILITY, ACCURACY, CONVENIENCE and wide range of USEFULNESS. The IMPROVED CLUTCH MECHANISM is a great advantage. We manufacture a COMPLETE LINE. Get a B.B. press and you get the BEST.

WRITE FOR OUR ILLUSTRATED CATALOGUE.

The Brown-Boggs Company, Limited

Hamilton, Canada

Presses. **Dies.** **Tinsmiths' Tools.** **Sheet Metal Workers' Tools.**



Another striking addition to the Enterprise Line

The Enterprise Monarch Steel Range
WITH GLASS OVEN DOOR.
The Stove with the Daylight Oven

After a long period of experimenting and a thorough test of its efficiency, we now offer the trade this new feature added to our well-known Monarch Range.

This improvement marks a great step forward and will place our agents still further ahead in their respective communities. It commends itself at sight and will be a seller from the start. This Range was shown at the recent Exhibitions in Toronto and St. John and has created much interest among the trade. Active dealers wanted at all points in Canada (wherever agents have not already been appointed) to handle our line of Stoves, Ranges and Furnaces. It is one of the most attractive to be found in Canada. Descriptive circulars on application.

THE ENTERPRISE FOUNDRY CO.

Sackville, N.B. - - - **Manufacturers**

Distributors---FRED. J. COX & CO., Winnipeg and Calgary. W. P. McARTHUR & CO., Vancouver.
STEWART & CO., Toronto. ENTERPRISE HARDWARE CO., Saskatoon.

The 400 Series Base Burner

is the greatest heat radiating Base Burner on the Canadian market.



We say this, being familiar with the stove, and realizing the great new feature---the three exposed flues.

These exposed flues are the secret of the heating possibilities of success of the 400 Series Base Burner.

When you are selling Base Burners why not handle the best that can be procured?

Just let us know, and we will supply you with circulars.

McClary's

London, Montreal, Toronto, Vancouver, St. John, Hamilton, Calgary Saskatoon.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

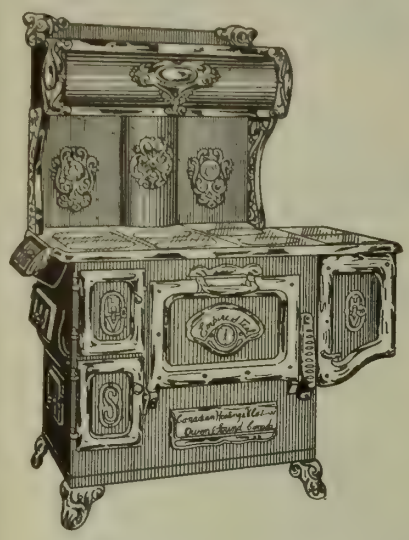
We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

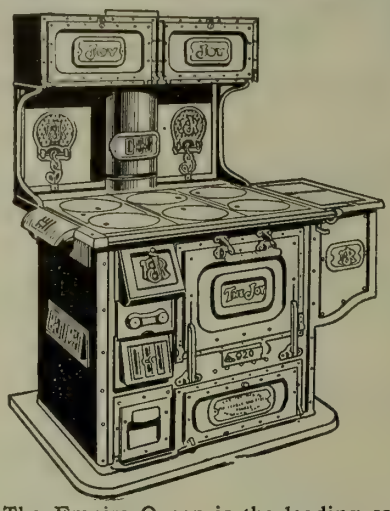
We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

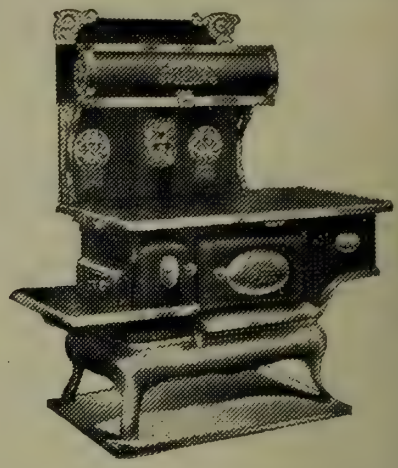
MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

ARE YOU HANDLING **Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







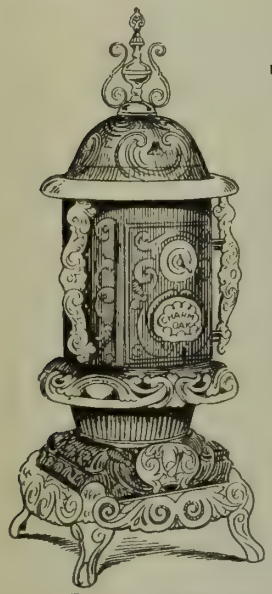
The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.



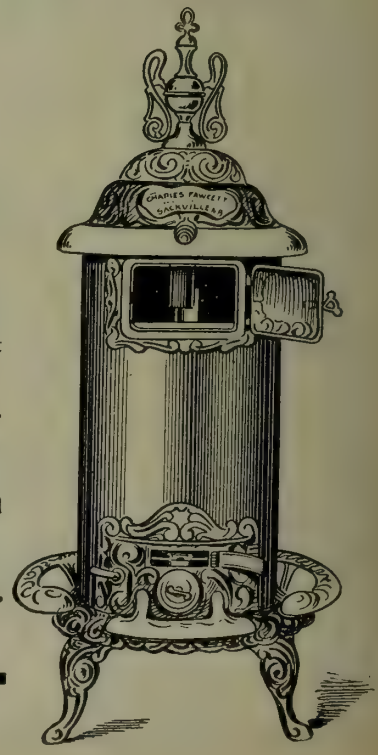
Easy to operate—Easy to sell

The latest triumphs in Fuel Saving and Heating Stoves are the two illustrated. The

"CHARM OAK" and "PERFECT HOT BLAST"
(on left) (on right)

In the "Charm Oak" a special construction does away with the smoke nuisance at the door so common in the Oak stove, and this stove is designed upon the latest lines for convenience and economy.

The "Perfect Hot Blast" is the latest and most up-to-date hot blast and smoke consumer on the market. It has extra large radiating surface and improved ash pit, shaking door and air-tight construction.



FAWCETT RANGES were awarded a Diploma and Gold Medal at the Dominion Exhibition at St. John this month.

They are pre-eminent for cooking qualities, durability and heating power.

Moreover, there is a splendid profit for the dealer handling Fawcett Stoves and Ranges. Send for catalogue and details.

The Charles Fawcett Mfg. Co., Ltd., SACKVILLE, N.B.

Branches at Montreal, Winnipeg and Vancouver

The Most Extensively Advertised Oil Consuming Devices on the Market

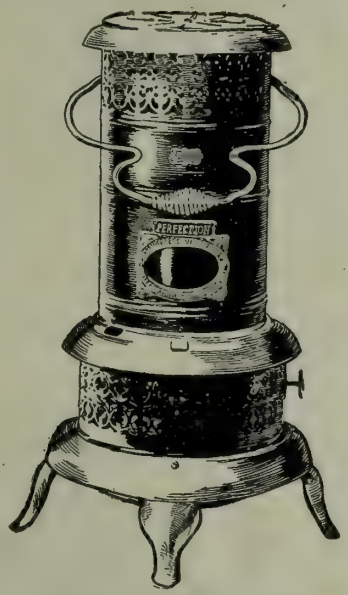
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



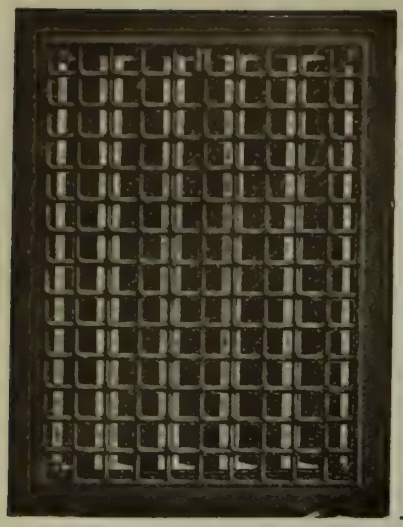
Jewel Stoves and Ranges
Jewel Heating Stoves

This is the time dealers are placing their orders for Heating Stoves. The Fall rush will soon be on, when everybody will want stoves.

The Ideal Jewel shown here is probably the handsomest Heating Stove made in Canada. It is a Self-Feeding Base Burner and Double Heater that works perfectly and gives a great amount of heat with a small consumption of fuel.

We manufacture Heating Stoves of all kinds for Hard or Soft Coal or Wood Some of them are the Modern Jewel, Acme Jewel, Quebec Jewel, Standard Jewel, Grand Jewel and Jewel Oak, for coal Also the Jewel Triple Heater, Little Giant, Sunlight and Hickory Box, for wood.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, ONT.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

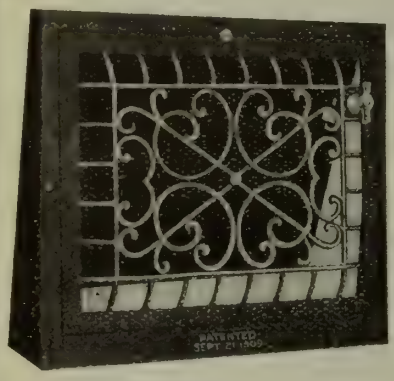
Get our Catalogue.

The HART & COLLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

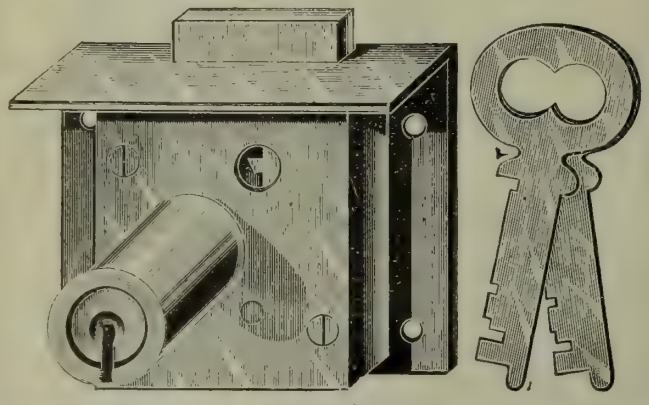
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



LOCKS

We carry a full line of **BRASS, DRAWER, CUPBOARD** and **TILL LOCKS** in various grades at right prices.

ASK FOR SPECIAL CATALOG

SCHUCHARDT & SCHÜTTE
307 CORISTINE BLDG., - MONTREAL

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

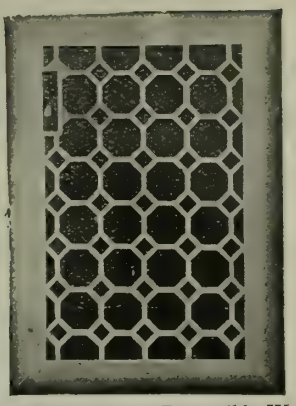
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch.

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.
PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland



"T & B" Imperial Base-Board Register and Wall-Line

Pre-eminent for Design, Quality and Finish

When you are handling

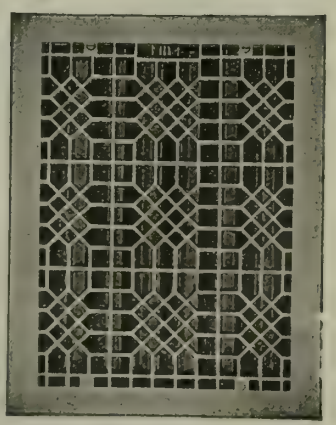
"T & B"

Registers, Ventilators and Grilles

you are selling the highest quality goods made, at a price no greater than other makes. "T & B," "Special," "Imperial," and "Baby" Base-Board Registers admit of the largest possible out-let of heated air, and furnace pipe manufacturers are making their boxes fit the above styles. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, ONT.



Semi-Steel Register

Canada Plates

in stock

ALL DULL

18 x 21—60 sheets
18 x 24—52 "
" —60 "
" —75 "
20 x 28—40 "

ALL BRIGHT

18 x 21—60 sheets
18 x 24—52 "
20 x 28—40 "

Write for Prices

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Business Getters for Tinsmiths

Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR



saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the Zephyr, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.

Montreal, Jan. 18th, 1909
Messrs. J W. Harris Mfg.Co.,Ltd
Montreal.

Gentlemen:—
Replying to yours of the 14th inst., as far as we are concerned your "J. W Harris Rotary Ventilators" have always given entire satisfaction and we are pleased to recommend them.

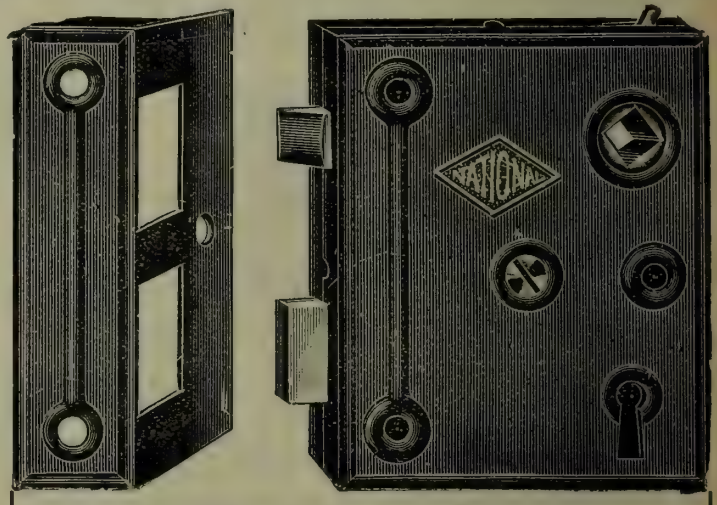
Yours truly,

Lariviere Incorporated,
591 St. Lawrence Boulevard.

WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conductor Pipe**

The J. W. Harris Mfg. Co., Ltd.
Contractors
Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

IF YOU REQUIRE

Galvanized Sheets

of quality, specify:---

GILBERTSON'S

COMET

BRAND

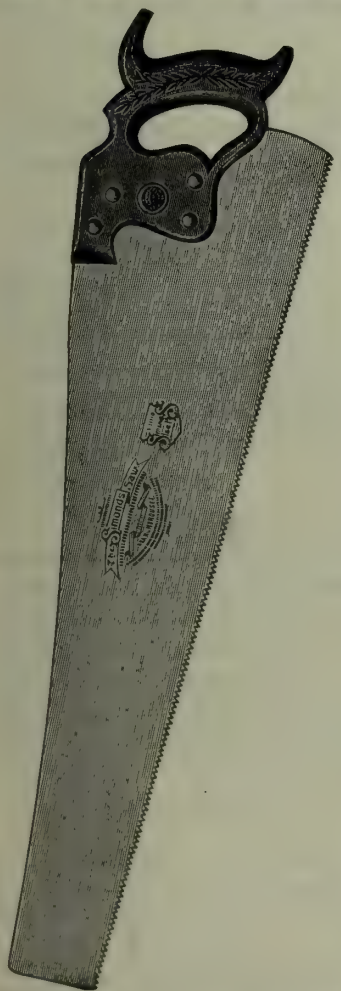
They have quality and price in their favor.

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. *MONTREAL*

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

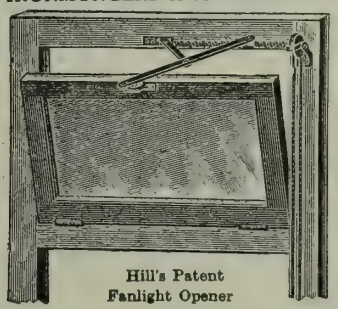
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Kindly mention this paper when writing with reference to advertisements.



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

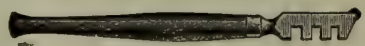
Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.

Board of Trade Building

39 St. Paul St., - QUEBEC

GLASS CUTTERS.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mfr., Bristol, Conn.

MANUFACTURERS' AGENTS

T. W. HEMPHILL & CO

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Webnsh & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestab e Stove Pipe, Gas Ovens, Steam Cook ers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.

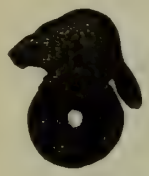
THE COLLINS MFG. CO. - TORONTO

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker, 18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

HORSE COVERS.

Birkmyre's Waterproof Horse Covers

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The Gourock Ropework Export Co,, Limited

(of Scotland)

Montreal 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave, East

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

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Correspondence solicited.

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MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write

JAMES & REID

PERTH, ONT.

for catalogue and prices.

MANUFACTURERS' AGENTS.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY

SASKATOON, WESTERN CANADA

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.

GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

FILTERS.

The Anti-Splash (for plain or screw faucets), 25 cents.

The "Galvo" Filter and Water Sterilizer (for plain or screw faucets), 50 and 75 cents.

Write for trade discounts and scientific reports on the "Galvo" Filter.

The Anti-Splash Filter Co., Owen Sound, Ont.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.

193 Commissioners Street

Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

BRITISH COLUMBIA

is a rapidly growing Province. Are you getting all the business you should from it?

WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH

REPRESENTATION

with Storage Facilities

J. M. KAINS & CO., MANUFACTURERS' AGENTS. 586 Beatty St., VANCOUVER, B.C.

When writing advertisers kindly mention having seen the advertisement in this paper.

SNAPS.

The most popular Swivel Snap, No. 50 "Covert" Swivel Round Eye Snap

All Finishes  All sizes

Large Heavy Body. Brass Spiral Spring.

Covert Mfg. Co., Troy, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930
THE CANADA METAL CO., LIMITED
TORNTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use
7 Sizes. Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

ONE
with an assortment of Cutters
EQUALS A DOZEN FORGED TOOLS.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

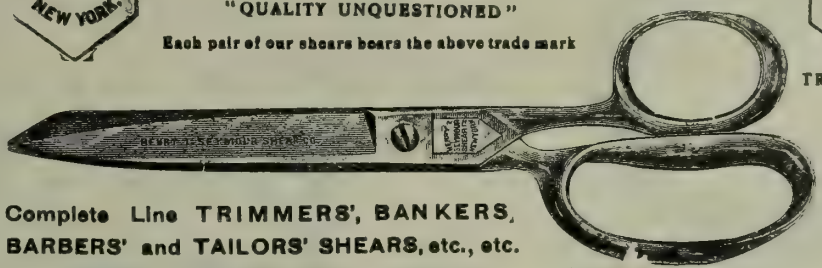
Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.
HENRY T. SEYMOUR SHEAR COMPANY
WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

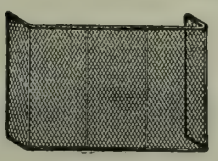


The "INFALLIBLE" GLAZIER'S DIAMOND

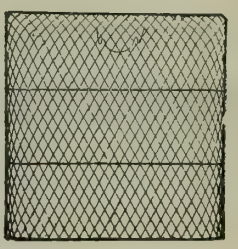
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your Inquiries.

Sharratt & Newth's Glaziers' Diamonds

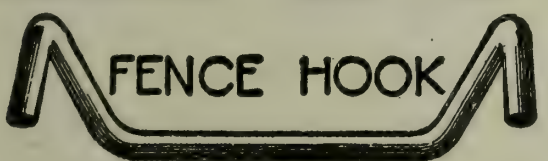
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences

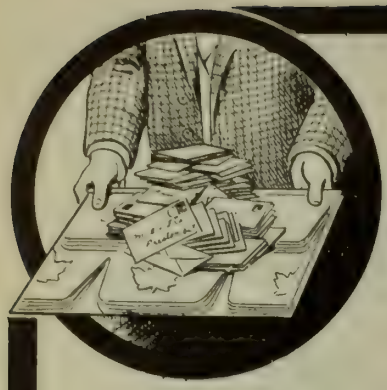


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



The Mails are bringing us record-breaking orders for

PRESTON SAFE-LOCK SHINGLES

PRESTON Safe-Lock Shingles are made and galvanized according to British Government specifications. They are safe-locked on all four sides. Wind, lightning, fire, rain, snow and moisture proof. Unaffected by strains caused by shrinking of sheeting or setting of building. : : : : : :

Business is good with us. How is it with you? Are you getting your slice of the steel shingle trade? If you are not, it would be a good plan to write us at once about securing an agency for PRESTON Safe-Lock Steel Shingles. PRESTON Shingles are a profitable line to handle. The demand is already very large, and is becoming greater every day.

This is our growing time. Why not grow with us?

Metal Shingle and Siding Co., Ltd.

Branch Office and Factory,
MONTREAL, QUE.

Preston, Ontario

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec J. A. Bernard; Toronto, G. P. Breckon & Co; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neill & Co.

SPRING PRICES

ARE OUT FOR

"Dominion Special" WOVEN FIELD FENCE

"The Landmark of the Future"

Place Your Orders with us now, and

REMEMBER! Every rod is guaranteed to be of first class quality.

Address all enquiries to

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

MONTREAL

Makers of Wire of all kinds, Fence Staples, Wire Nails, Wood Screws, etc.

Why Genasco is easy to sell

Genasco has the right foundation. It is made of Trinidad Lake asphalt—the greatest waterproofer known, for nature has never been beaten at waterproofing.

The countless imitations made of manufactured or artificial waterproofers soon show they cannot stand the test. They are fast being found out. That makes customers cling more firmly to

Genasco
Ready Roofing

—the roofing made of genuine natural asphalt that they all know about and rely upon.

They want Genasco for its high quality and long wear. That is one thing that makes selling so easy.

Another: Our continued vigorous and attractive campaign of national advertising educates, urges, and compels them to act.

And our strong backing for every Genasco dealer combines to produce a mighty selling force that increases his sales and adds to his profits.

Write us now for full information and hearty co-operation.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

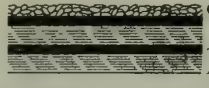
PHILADELPHIA

New York San Francisco Chicago

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

Mineral or smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



The KANT-LEAK KLEET is the perfect fastening for the perfect roofing. Keeps seams from leaking without cement. Gives roof an attractive appearance. Furnished in Genasco rolls when asked for.

GREENING

Consult Your Greening Catalogue!

You'll be astonished at the number of possible customers for Wire Rope in your district, so varied are its uses.

GREENING'S WIRE ROPE

has set the standard for reliability, and is made in all sizes and all grades for all purposes. And remember—whenever you sell Greening's Wire Rope, you can sell Greening's Rope Grease and Rope Fittings.

THE B. GREENING WIRE CO., LTD.

HAMILTON, ONT. MONTREAL, QUE.

GREENING

PLUMBERS' SUPPLIES



Our lines include a complete assortment of Plumbing Goods of "Quality Standard."

"Morrison's" Fuller Cocks and J.M.T. Cushion-Disc Compression Faucets are noted for their excellence in quality and service given.

Our closet combinations contain our improved Ball Cock. Tank work carefully constructed and each fully tested before shipment.



"SIMPLEX"
Low Tank Syphon-Jet Closet Combination with Piano Polish Wood-work.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. W TORONTO

ADVERTISE YOUR ATKINS SAWS



Run some really catchy, attractive advertisements in your local papers. We'll furnish them free of charge. These are samples of the advertising plates that we'll send you **FREE.** They fit double column space, two inches high.

Select those which you wish and write us for them. Use them in your local paper or in printing circulars. They'll bring you more business.

If you will write us saying "How can I increase my sales?" we'll show you a sure and certain way.

E. C. ATKINS & COMPANY, Makers of Sterling Saws, Hamilton, Ont.

Head Office and Factory, Indianapolis, Ind., U.S.A.



"Automatic" Hand Power

MR. DEALER

Are you handling the right Vacuum Cleaner?

RIGHT IN QUICK SALES *RIGHT IN SATISFIED CUSTOMERS*

DON'T DELAY YOUR ORDERS.

THE "AUTOMATIC" HAND POWER and "ELECTRIC" VACUUM CLEANERS stand the test, being built along practical lines and exclusive features, which no other machines have. They do the work thoroughly and are built to last a life-time. Every machine guaranteed or money refunded.



"Triumph" Electric Vacuum Cleaner

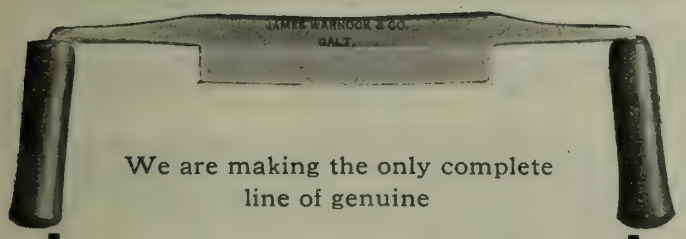
Our **"Automatic" Hand Power Cleaner** is positively so superior in power, durability, and simplicity of construction that it is in a class by itself. "BLOWS" as well as "SUCKS."

Let us get in touch, Mr. Dealer. Send for our Booklet and full particulars. We're with you for more profitable, better, bigger business.

WRITE TO-DAY, OUR DISCOUNTS ARE LIBERAL

Onward Manufacturing Co.

BERLIN, - - - ONT.



We are making the only complete line of genuine

Sheffield Steel Edge and Lumbering Tools

produced in Canada. The quality and finish of these tools are not excelled by any line made in the world.

SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co.

LIMITED

GALT :: :: :: ONTARIO

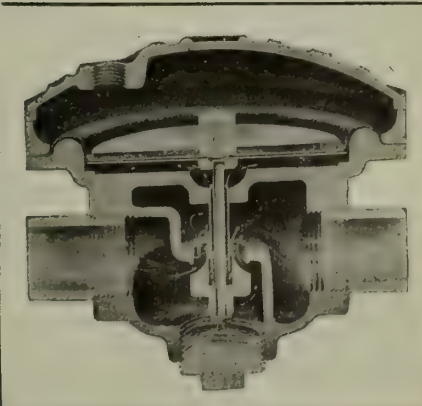


Agents are Making Money

selling the "PERFECT" Gas Controller. The "PERFECT" is a practical, thoroughly tested, patented device that really does reduce gas bills from 15 to 50 per cent. We are appointing agents with exclusive territory, preferably hardware dealers, for the

"Perfect" Gas Controller

in every town in Canada where there is a gas works. The "PERFECT" automatically controls the flow of gas from the meter to the burners, allowing just enough pressure—no more, no less—to produce perfect combustion when light is applied to the tip. If there is a gas works in your town your first move is to sit down *now* and write us for full particulars, as the "PERFECT" is a rapid seller and a real money-maker.



CANADIAN GAS USERS ASSOCIATION

633-637 Queen Street West

TORONTO - ONT.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONATRIO

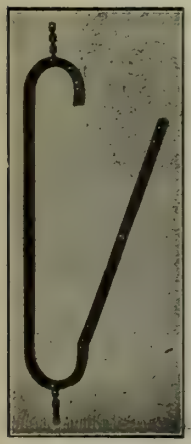
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

The Best Line of

PUMPS

The "McDougall" Pumps, "Aremacdee" Brand, give the best satisfaction to users. You get the benefit. Carry this line.

FORCE or LIFT

HAND and MOTOR



To stock, write for catalogue and terms. Each pump has our guarantee protecting you.

The R. McDOUGALL CO., Limited

GALT, CANADA

MADE IN CANADA

You want a new supply of Stationery for your office?

Well! You want good paper. That's one sure thing!

SUPERFINE LINEN RECORD

is the best for Letter Heads, Blank Books, Loose Leaf Forms, etc.

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

"Brantford" "Roofing"

Is made in three styles—ASPHALT, RUBBER and CRYSTAL. There is a good margin of profit on each.

Instead of buying three different styles of roofing from three different manufacturers, and opening three separate accounts, you can buy three different styles from us, and open one account—a more satisfactory arrangement for you.

The Brantford Line is complete. With Brantford Asphalt, Rubber and Crystal you can supply every high-grade roofing requirement.

Brantford Asphalt has the popular silicia sand finish. Brantford Rubber is a smooth-surface roofing of exceptional quality. Both Brantford Asphalt and Rubber are made in three weights. Compare our No. 3 weight with three ply roofings and see how much thicker ours is.

Brantford Crystal comes in heavy weight only. It has a real mineral surface of rock crystals. It requires no painting.

Each of our three styles has a pure wool felt foundation, and a 99 per cent. pure Asphalt saturation. We believe they are the highest-grade ready roofings on the market. They will build business for you. And there's a good margin of profit for you in each roll. Write us to send you samples and prices immediately.

Brantford Roofing Co., Limited, Brantford, Canada

SELLING AGENTS:

The GENERAL SUPPLY CO. OF CANADA, Limited, 356-360 Sparks Street, Ottawa, Ontario

Montreal Branch: 9 Place D'Youville

Winnipeg Agents: The General Supply Co. of Canada, Limited

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Hardware business; turnover $30,000; 75% spot cash; well situated in rapidly growing western city. Lease two years and half to run, $200, $225, and $250. Stock $8,000. Cash $4,000, balance arranged. Box 1038, HARDWARE AND METAL, Toronto. (44)

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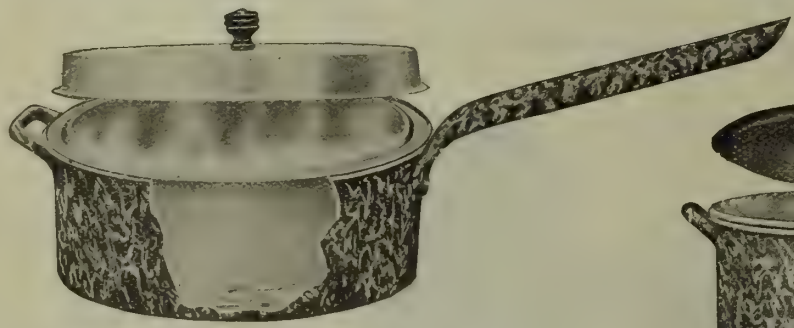
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AMMUNITION MANUFACTURERS, - MONTREAL, CANADA

KEMP'S

Patent Steam Cereal Cooker

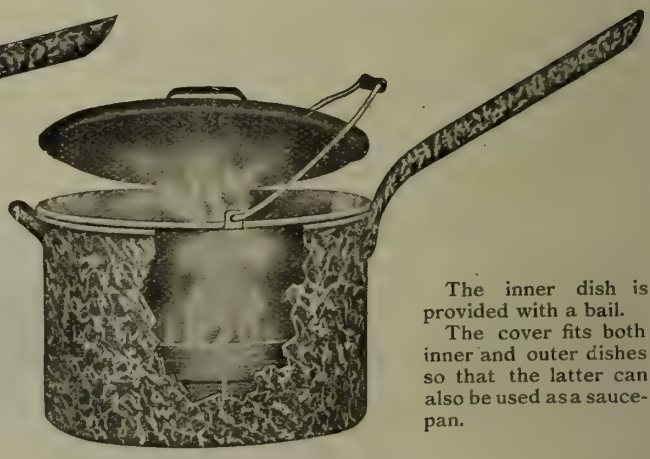
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So many people say they cannot eat oatmeal, but Kemp's Steam Cereal Cooker helps over the difficulty. The kernels are expanded by the steam circulating over them, making them tender, delicious and readily digested.

Nos.	103	105	135
Quarts (Inside Dish)	3	5	3 and 5
Case Lots, Dozen	1	1	1

Improved Steam Cereal Cooker



The inner dish is provided with a bail.
The cover fits both inner and outer dishes so that the latter can also be used as a saucepan.

Nos.	104	106	108
Pints (Inside Dish)	4	6	8
Case Lots, Dozen	1	1	1

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Time to Prepare for the Christmas Trade

Buyers Should Place Their Orders Early so as to Get the Best Assortment—Novelty Plays a Large Part in the Selecting of Presents—A tendency Towards the Useful Article—A list of Fancy Goods for the Buyer—Do not Forget the Toys—Merchants must do a Little Extra Advertising—Storing Goods for Customers.

October is none too early for merchants to consider the question of their holiday trade. In the first place the sooner the orders for the stock are given the better the chance of getting the best lines being shown on the market. Novelty plays a large influence in the Christmas demand. A customer is naturally attracted by something that is entirely new, and therefore the merchant who gets his order in first stands the best chance of picking up something that will sell well. A novelty is often first placed on the market only in a tentative sort of way, and thus while it is a novelty the supply is limited.

Again, lines get more or less broken as other merchants make their selection, and the dealer who leaves off his buying until the last minute finds that he has to take goods that if it had not been a question of Hobson's choice he would not have bought. The purely holiday goods being somewhat of a new feature to the hardware industry require more careful watching and buying than the staple lines. The articles selected must be of such a character that they will appeal to the customers as the right kind of present, and although the question of price naturally carries weight, the holiday trade has this advantage over the everyday trade of the store that people in buying a present are more inclined to consider the article and its suitability as a present than the price.

The merchant, therefore, must not be guided by price and stock himself up with certain articles simply because they are cheap. He must ask himself if they are attractive; if they would appeal to him if he were buying a present for one of his family; if they are novel; and at the same time sold at such a price that comes within the limits of what his experiences tells him his district can best stand.

Such an extensive number of suitable articles are now on the market that the merchant can have little difficulty in getting a stock together that will satisfy all the requirements of the holiday demand, and yet number among it no article that is in any way incongruous in the hardware store, or likely to be dead stock even if the line does not sell completely out during the Christmas trade. A glance at other stores during Christmas will show that many merchants display lines that are entirely outside their scope of genuine trading operations. The hardwareman is fortunately placed. He has not to do this, and therefore the fact that he has been so slow to take up the holiday trade is all the more incomprehensible.

Staple Lines as Presents.

But times are changing. The merchant realizes that he is magnificently placed to cater for the holiday trade. His whole business system enables him to do the trade without any dislocation. His counters and show cases lend themselves to display. His stock comprises many articles that can be effectively pushed as purely holiday goods, and he can duly emphasize the point that his Christmas stock comprises not only articles that are attractive and fancy, but those which are useful and serviceable. The Christmas trade is getting more and more inclined towards the useful article. It is recognized that the best present is the one that confers the greatest boon on the receiver, and therefore the hardware merchant is in the best of position to cater to this. It simply means good advertising and good displays on the part of the merchant to swing a great percentage of the present-buying demand to the hardware store.

There is no reason why when people think of buying a present their thoughts should not at once turn to the hardware store just as when they think of buying currants they go to the grocery establishment. When one takes a cursory glance over the many articles that are carried in a hardware store it is surprising how many of them can be considered as especially good Christmas presents. For instance, take the case of carpenters' tools. Here are lines which will appeal not only to the boys, but to the heads of the family. The merchant could make a little combination set himself and put them up into an attractive looking cardboard box. Then there are household lines such as kitchen supplies, house furnishing goods, bathroom fixtures, lamps and also sporting goods. The merchant must not forget that although he may be perfectly aware that these articles are extremely useful as Christmas presents the large percentage of his customers do not realize the fact and it is up to him to dispel this ignorance. It is not necessary to point out the valuable part that cutlery, silverware and cut glass play at this time of the year.

Fancy and Show Goods.

Then again there is the razor trade which now that the safety kind has become so exceedingly popular is a very extensive one. With the unique combination sets and various shaving utilities now on the market, we have a line that is not only bound to be a good seller, but help to widen the sphere of operations of the merchant. But apart from what can be called staple articles, there is a large variety of fancy goods which the hardwareman can buy, and which he can push not only at Christmas time but all through the year. It must not be forgotten that although at Christmas the demand for presents is at its high water mark, yet people are being married all through the year, birthdays are being celebrated every day and if a customer is pleased with a present bought at Christmas the store will be favored on other occasions. There is no reason why the hardware merchant should not only have an extra Christmas trade, but that he should have regular patronage through the other months.

For instance, one very useful present is the cheap watch. And yet quality has not been sacrificed for cheapness. There are watches which are guaranteed for a certain number of years and which are within the limits of most pockets. These articles are useful from the little boy and girl to people of older years. Then there are the great variety of clocks,—all at a reasonable price.

Pretty presents too, can be had in Art Metal, leather and in china, useful ones in smoking sets, manicure and toilet sets, thermometers, fire place goods, bird cages, call bells, urns, umbrella stands, feather and fancy dusters, brown and white stoneware, lamps, gas and electric portables and electroliers.

Then comes the greatest thing of all, the toys. Among the many attractive articles that can be sold are toy trains, horns, tops, card games, cardboard games, magic lanterns, drums, dominoes, pianos, checkers, steam engines, automobiles, baseball gloves, sleds, boats, paints, stereoscopes, wheelbarrows, blocks, bells, doll heads, rifles and air guns, express wagons, dog collars, aluminum child's mugs, cups and saucers and napkin rings.

Advertising Holiday Lines.

In connection with the Christmas trade the hardwareman must remember that it is necessary to do a little extra advertising and window display. He must not forget to let the people know that he is carrying these lines. Not only must the window be decorated but the interior must have Christmasy appearance. The store must radiate the spirit of the times, a feeling of good cheer must predominate in all directions. Then again, as the large percentage of the trade is for children, children must be specially catered to and therefore the hardwareman must see that whatever decorations or whatever display he makes he must have something which will attract the eye of the children.



Sporting Goods Window Display Made by Kingan Hardware Company, Peter boro.

Originality Shown in Seasonable Window Displays

Hold Display of Building Paper—Attractive Window of Lamps —The use of Stuffed and Live Animals in Windows Dressed With Guns and Ammunition—The Most Talked of Window in Guelph Made Attractive by Use of Pair of Live Foxes in Cage.

Guelph, Oct. 8—The retail hardware men of this city have during the past month shown a great deal of originality and enterprise in carrying out some unusually attractive schemes of window dressing.

A couple of weeks ago, in the window of the Bond Hardware company's store there was a display of building papers that struck the writer as being a very good one for several reasons. First of all it was timely just at this season of the year when people who have hen houses, stables, or outhouses of any kind which they want to make snug for the winter are naturally looking for suggestions of this kind. The management of the retail department of this concern seemed, however, to appreciate the fact that such a display would only appeal to the comparatively small portion of the citizens who happened to be doing some light building work, for he only left it in for a few days. The scheme was a bold bid for the attention of the passer by. It was arranged to resemble a fortress or battlement, with the mouths of cannon peeping over the formidable barricade. A suitable window card reading "Fortify your stable or outhouses against the cold blasts of winter" drove home the argument appropriately. The display was very simply made and with a minumum amount of trouble and scarcely any expense, the castle wall being represented simply by a few yards of the paper unrolled and tacked across a corner of the window. The top edge of it was cut to represent the deep indentions such as are seen on the tops of castle walls and the paper was painted off in squares to represent stone work. Peeping over the imitation battlements were rolls of various kinds of building paper for cannons, and with a few trimmings, such as dustless sweepers scattered on the floor approaching the wall to represent turf, the thing was complete.

A Good Lamp Window.

The week following the same window had a very attractive display of coal oil lamps; an unusually good back ground to this display being afforded by the use of an immense Japanese umbrella, about ten or twelve feet in diameter, which when opened out completely filled the back of the window and covered the woodwork. The display of standing lamps began with a row low down to the floor of the window and raising as it reached back to the back, each row of lamps being a little higher than the one in front of it. The same idea was carried out with the hanging lamps which were hung from the ceiling high up to the front and got lower towards the back, almost meeting the top line of the standing lamps. The effect thus obtained was not only pleasing, but it arrested attention.

Animals for Sporting Displays.

Nothing, perhaps, sets a sporting goods, particularly a gun and ammunition display off so much as the introduction of a live or stuffed animal. The live animals, of course, attract more attention, but on the other hand the stuffed ones have the advantage of giving much less trouble. Here in Guelph during the past week both have been tried with a considerable amount of success.

"There's just this about it" said one local hardware man in talking over this feature of window dressing with the writer, "if you can have them clean, and comfortable and happy in your window, then there's nothing like a live animal in a display of this kind, but I would ten times rather have a stuffed fox or wildcat, or even a few stuffed birds in the window, than a dirty, uncomfortable looking animal of any kind. If the live animal in your window does not seem happy and content there, his presence will do you more harm than good, for people instead of being interested will feel sorry for 'the poor thing' as they will call it."

In this form of window display the Bond Hardware Company scored another decided success. They had a large corner window decorated with autumn leaves and evergreens, making it look as much as possible like a little bit of bush

in autumn. The floor strewn with leaves was beset by a dozen or more traps of various sizes and kinds, while rifles and shot guns were worked into the scheme by being arranged in the corners and along the sides of the window. In the centre, well to the front, was a half cylinder shaped wire cage, about a yard and a half wide and about two yards long. The cage was set upon a piece of heavy linoleum which was covered with sawdust and leaves. In it were two of the cleanest, prettiest red foxes one might wish to see. The little animals appeared to be as comfortable as could be, and seemed to enjoy their prominent place immensely. They were fed right there and, not being at all bashful, ate just as heartily as they might have done in the woods.

A show card advised the public to "Be Foxy and Buy it at Bond's." Many attractive displays have been carried out in this Bond's best window, but it is safe to say that the firm never had a more talked of or more admired display than this one. After the foxes had been there several days, they were removed before the place began to smell, as it undoubtedly would have done had they been left there too long. The place of the cage in the centre is now filled with a half dozen or so shot guns standing on their butts and leaning with muzzles all into the centre where they are fastened together. A few bags filled with golf sticks are seen scattered through the display, showing that the firm is aware of the fact that interest in golf is being aroused in the city, and they are anxious to meet the demand that is being created for golfing outfits.

On a smaller scale, but also very attractively arranged, was one of the windows of Richardson's store. Here, too, evergreens and autumn leaves are used, although the smaller size of the window necessitates the use of smaller cedar trees. Some fine points of the window dresser's art are here evidenced in the great care that has been exercised in attending to some small but important details. For instance, at the base of one of the small trees, running lengthwise across the window, was a rough length of moss-covered log such as one sees only in the bush. Traps here were also set amongst the leaves on the floor and 22 and 32 calibre rifles as well as a few popular models of shot guns were displayed to advantage.

Stuffed Lynx and Caged Squirrel.

This window was not without its touch of life either, for a very lifelike though stuffed lynx looks savagely out around the largest of the two cedar trees. The mount on which it stands is covered by leaves so that it looks very natural. On the other side of the window is a cage with a live chipmunk. When the writer was talking to G. A. Richardson about the display that gentleman told of a very odd occurrence that had suggested to them the idea of adding the squirrel to the display. The morning after the gun and ammunition window had been put in the clerks were surprised by a visit from a fine big red squirrel. At first they thought it was a rat and all joined in the chase. When they saw that it was a squirrel, however, one of the staff suggested that they get it in the window and shut it in there to make the display seem more realistic. The window was opened, and as it looked more like home to the little red visitor than any other corner of the store he soon made for it. "Some of those traps are set" cried one of the staff in despair, but before Mr. Richardson could get into the window and spring the set traps the squirrel had jumped onto a large fox trap and became securely caught. They liberated him right away but his eventful career closed with this exciting incident, for the springing of the big fox trap meant almost instant death. This suggested the squirrel idea and a caged chipmunk was secured to take the place of the unfortunate little volunteer.

Bargain Window of Guns.

While the two stores mentioned have been pleasing the nimrods of Guelph with their attractive displays, one of the windows of McMillan Brothers' hardware store has been making a purely businesslike and practical though perhaps a less attractive appeal for attention. Here Mr. McMillan has a bargain window of guns and ammunition. The goods are displayed in an orderly manner and any particularly good values are ticketed with big plain price cards, thus appealing to the economic side of the passer by. This merchant is attempting to attract by prices alone while his competitors up the street are atrtacting people by the beauty of their displays and leaving the pricing of the goods to be done after the prospective customer has entered the store. It would de difficult indeed to say which is the better plan. No doubt each is good in its place.

EFFECTIVE PETERBORO WINDOW

An attractive window of sporting goods arranged by H. J. Hanwell, for the Kingan Hardware Co., Peterboro, a fortnight ago, is shown in the accompanying picture.

The ground or base of window was covered with hay, while the background was the window curtain, covered up here and there with branches of cedar giving it a rustic appearance, kites, eagles, ducks and squirrels were posed in natural positions on the right of window, and the centre was a pyramid of boxes of shells by various makers, Dominion Cartridge Co., U. M. C. and Winchester, the poster of the U. M. C. being displayed across the window. Guns and rifles were placed in positions where onlookers could see them, the price being placed on each one displayed. On the corner of the window was a lighted sign supplied by E. C. Atkins & Co., to advertise their saws.

The window caused a lot of comment and was the means of selling a lot of goods.

FOUR WINDOW COMPETITIONS.

From now until Christmas special attention should be paid to the windows of hardware stores. Displays should be changed twice a week if possible or once a week at least, and the trimmer should plan a series of displays in advance so that displays can be quickly changed.

To encourage increased interest in window dressing, therefore, Hardware and Metal announces two competitions, one closing December 1 and the second on January 1.

Two Sets of Prizes.

In each competition two sets of prizes are offered, one for entries received from hardware merchants or clerks in places over 5,000 population and another for entries from places having a smaller population.

In each competition a prize of $5 in cash is offered for the winning photograph, while for every photo. accepted for reproduction a yearly subscription for Hardware and Metal or Busy Man's Magazine will be given at the option of the sender of the photo.

Competition Ending Dec. 1.

Photos forwarded as entries in the first competition must be of displays of guns and ammunition, lighting fixtures, cutlery, stoves and house furnishings, builders' hardware, mechanics' tools or other seasonable lines. Special harvest or Thanksgiving displays, in which grain or farm products are used to trim the window will also be admitted, but the trim must be secondary to the goods shown.

Competition Ending Jan. 1.

Photos forwarded in the second competition must be of holiday gift goods, such as silverware, cutlery, shaving sets, cut glass, sporting goods, toys, lamps, tool cabinets, alarm clocks, watches, photographic supplies, or any other staple or special line sold in hardware stores.

Points to be Considered.

In making the awards the editor of Hardware and Metal will be assisted by two experienced window trimmers of acknowledged ability; and attractiveness, selling ability and originality will be the main points considered. For instance, the attractiveness of a window would be judged by its power to draw the attention of passers-by the selling ability of a window is increased by the use of price tickets and originality consists in introducing new features in making a display attractive in appearance.

All photos should be accompanied by a letter describing how the goods were arranged, the conditions under which the photo was taken, and the results secured from the display.

Photos should be sent to the editor of Hardware and Metal, 143-149 University Avenue, To-

HARDWARE AND METAL

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JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY.

CALL THE CLERKS TOGETHER.

Just now one of the most important things a hardware merchant can do is to call his staff of salesmen together and talk over plans for getting a larger share of the profitable holiday gift trade to be done during the next ten weeks.

The man who does the buying, the clerks behind the counter, the window trimmer, ad. writer and book-keeper, and even the delivery boy, should be given an opportunity of making suggestions as to what goods to buy, and how to display, advertise, sell and deliver them.

There are few merchants who do not put forth every effort to make the next Christmas outshine in preparations and in profits the one that has gone before, and he is already well on his way who knows where his last effort can be improved upon, where the staff, regular and temporary, can be strengthened, or where his last year's stock fell short. All this information cannot be stored away in tablets of memory but the best system is to have some data to steer by.

The ideas adopted for next Christmas must be something original or at least mark a departure from that featured before. Now is the time to plan, to hold a conference and adopt plans which will not only increase sales and profits but make the cogs of the business wheel run smooth at the time when it is carrying its heaviest load—during the rush of Christmas trade.

Make one member of the staff responsible for the ad. writing, another the window dressing, etc., and see that their work is planned well ahead. Then encourage a friendly rivalry and ask every member of the staff to jot down some suggestions and hand them to you in, say, a week's time.

The first thing to do is to get together and enlist the co-operation of the entire staff. Then keep in close touch with what is done, encouraging every member of the store force to do his utmost for his own and your good.

THE DELIVERY OF GOODS.

Now that the Fall trade is beginning to swing in freely we should once more strongly advise retail merchants to pay close attention to the delivery of their goods, for prompt despatch is one of the strongest assets that a merchant can command. It can be easily understood that no customer likes to be kept waiting unduly for something that has been purchased earlier in the day. Not only does delay mean a certain amount of disappointment, but it may also mean serious inconvenience. For instance a farmer may arrange to have a team call for an order. If the goods are not ready for that team he has to bear the loss of time involved. Then again, a customer may arrange to call at a station to meet a certain train which should be carrying the goods. If the goods are not sent by that train this man has a right to complain. Then again, say, in the case of paint. It may be that the consumer has only a certain limited time in which to use the stuff and he has ran the matter so finely that any delay will prevent him from carrying out his purpose. If the merchant fails to let the man have the goods then the purchase is of no use to him.

There is no greater force in advertising than the comments of the public. If a store is well thought of and the opinion freely expressed that the merchant and his ways of doing business are in the common vernacular O.K. then this store is being advertised as well as any newspaper or circular campaign could do it. Just think what it means to a store if the comment "I like to deal with Mr. So-and-So., because he is so prompt in sending goods" is made. This is worth a good many dollars and cents to the merchant.

One hardwareman bases his whole success as a merchant upon the fact that he put first and foremost all through his business career, the necessity of prompt delivery, although to do this he had often to get to his store at five and half-past five in the morning. The writer knows of a traveler who likewise bases whatever success he has secured to the fact that as soon as he possibly can he dispatches every order received at once to his house with instructions that delivery must be made forthwith. Even if he has to send in, during the course of the day, many different envelopes to his house, he pursues this plan. The result is that there is little time wasted and as his house co-operates with him there is a force at work which tends to a very great stimulation of business.

If a merchant finds that owing to the varied assortment of the order he cannot send the whole consignment promptly, then he should tell his customer so and send what he can. It is a great mistake to take the order knowing that prompt delivery is impossible and yet saying nothing to the customer. It is true that the merchant may not state that the goods will be sent promptly but by saying nothing he lends himself to the inference that the goods will be dispatched. Retail merchants who have hitherto paid little attention to this part of their business system should take it seriously in hand for it is one of the strongest planks by which a merchant can gain success.

POOR SALESMANSHIP.

What a lot of salesmen there are who seem to think that price is the only thing a customer thinks of. When they present an article for inspection, their first words are "That is $1.80; here is a better one for $2.40."

In a Toronto hardware store last week a customer asked for a half pint of floor stain to touch up a small space. The clerk, a young Englishman, offered a line selling at 15 cents, but it was not put up attractively and the customer asked: "Haven't you so-and-so's?" naming the manufacturer of one of the best advertised paints.

"No, we only carry their paints," was the clerk's reply, "but, anyway, their stain would cost you 25 cents."

Here was a customer ready to pay for quality and the clerk, instead of encouraging the desire, offered the inducement of cheapness in order to make his sale.

Most people buy things, not so much because they need them as because they want them and, that being the case, they are more interested in getting just what they want than in a few cents difference in the price. Tell them about the style, quality, desirability of the article —make them want it, and steer clear of the price until they ask for it.

If you follow this rule, you will find the total of your sales increasing surprisingly.

A very striking electrical sign has been set up in Denver. The sign represents a skyrocket shooting from the ground to a height of 150 feet, where it expodes into hundreds of sparks that fall in a shower to the ground. This effect is produced by successively illuminating a string of lamps running up the side of the building to the top of a tall framework on the roof. Over a thousand lamps are used to produce the effect.

PAYS TO FOLLOW ORDERS UP.

A hardware dealer who has a large implement trade among the farmers in his vicinity makes it a practice to keep an after-eye on the implements he sells.

Of course, it is impossible to follow up the fate of every implement; but he manages to keep in touch with a majority of the farmers to whom he makes sales and displays an active interest in the working of his goods. Through this means he is always able to refer intending purchasers to previous purchasers who are well satisfied, and upon whom he can rely to boost his particular lines.

This also enables him to give prompt attention to complaints, which are sure to arise, even with the best working pieces of machinery; and thus to forestall the farmer who might otherwise give the goods he has purchased some very harmful advertising among his neighbors. As a rule these complaints are found to be trivial, due in most cases to an incomplete understanding of the workings of the machine; and, once explained, there is no further difficulty.

A source of much difficulty this dealer finds to be the practice common among many farmers of leaving valuable machinery out all winter exposed to the elements. As a result of this practice, an implement which ought to have ten years of life not infrequently goes to pieces at the end of three, and rarely gives anything like satisfaction after the first year.

Though the argument is sometimes advanced that this sort of thing is good for business, since the farmer must replace the worn out implement with another, the dealer realizes that there is no direct benefit to him. The farmer as a rule, blames the implement for defects which are the result of his own carelessness. Hence, he aims wherever possible to forestall this trouble by inducing the farmer to provide proper covering and protection for his implements. Lack of barn space is often urged by the farmers with whom he deals. To meet this objection the hardwareman went to work some time ago and designed an implement shed, and, in conjunction with a carpenter, figured out how such a shed could be built at comparatively little expense. Now, after placing an implement, the hardwareman takes occasion to urge upon the farmer the wisdom of proper care and covering in wet and stormy weather, and as a result frequently secures an order for his carpenter friend for one of these sheds, in not a few instances himself obtaining the contract for metallic roofing and siding after the shed is complete.

He finds that as a result the implements give better satisfaction than where they are neglected, and each satisfied customer is a help to new sales, not only of the implement sold in the first instance but of anything else the hardwareman takes the trouble to recommend.

NEITHER HERDING NOR HOUNDING.

The daily and weekly newspapers throughout the country are taking up more enthusiastically than ever before the work of developing a greater loyalty in the matter of home trading. It has been discovered that considerable patronage goes to the mail order house by the business man himself, and that on different sides the attitude assumed is that it is a poor melon that isn't ripe on both sides. In other words, a man in one line of business has to complain of mail order trade, though he patronize it himself, he has no right to object if men who could use his goods, send away to have their requirements filled. In some towns there seems to have been no attempt at co-operation among merchants to deal with this problem.

One publisher, who has adopted the plan of addressing a letter each week to some section of his readers, is pressing home the importance of organization. Of the women he asks: "Will the women of this town take part in a campaign to encourage home trading? If they will join in the fight, organize, and use their powerful influence in this good cause they will do more good for suffering humanity than the W.C.T.U., missionary societies, ladies' aids, etc., have or can accomplish."

Now that the newspapers are taking up this matter, the merchants can give significance to the movement by supplying actual instances as to the merit of home values, facilitating comparisons where possible, and otherwise demonstrating the justice of their position. All appearance of coercion must, of course, be avoided, or the adoption of any policy which would give to people the impression that they were being herded or hounded. It must be done by wide-open co-operation which will bring the best interests of the community home to every person capable of conviction.

MARKING CHARGE CHECKS.

On all charge checks there should invariably appear not only the full name of the person in whose name the account stands, but also the full name of the person who makes the purchase. If the charge customer makes the purchase in person, add on the line below her name. "by self." If the purchaser is some other member of the family, set down the name correctly. Sometimes there are several members of a family who buy on the same charge account, and it is not sufficiently definite to set down "daughter." This is apparently a trivial matter, but it sometimes turns out to be important. Where bills are rendered at intervals of thirty days, and are not always paid promptly, the customer may easily forget one among many purchases. It is, therefore, just as well, for the store's protection, to be able to state positively by whom the purchase was made.

MERCHANT OR MONEY LENDER.

When a manufacturer sells a merchant or another manufacturer a bill of goods on 60 days' time he is virtually loaning his customer the price of those goods for that time. The customer takes the merchandise loan for granted, and is very apt to seek, by delays and excuses, to extend the original 60 days without interest a much longer time. In discussing this question recently an exchange pointed out that if the buyer were to go to his bank and borrow the money necessary to pay for the goods on the same 60 days' time he would not only have to pay the legal rate of interest but a premium besides, and if he did not meet the obligation on its maturity would have to satisfy the bank that the account was good and collectible, and of course pay interest for the extended time.

Does the salesman realize when he is closing a sale with a customer that he is virtually lending that customer a sum of money equal to the value of the goods for the period that shall elapse before payment is made? And does the buyer realize that in asking for credit, be it for only ten days, he is asking the seller the favor of a cash loan? Unfortunately the salesman is rarely as careful to secure himself on his merchandise loan as the bank would be in making a money loan. And unfortunately the buyer, from his superior hight, sometimes fails to realize that when he "favors" the seller with an order he is asking a favor in return.

A realization of this actual relationship between buyer and seller would lead to greater self respect and firmness on the part of the seller, and, what is more important, fewer losses; while there is many a buyer whose attitude toward the seller would be vastly improved by a recognition of this homely truth, and who would steer his course clear of many a dangerous financial rock thereby. The seller is a partner with the buyer to the extent of his sale during the period elapsing until payment is made, and as such has a right to know the financial condition of the creditor. This sense of partnership is rarely recognized by either party to the sale.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Domestic Lead—10c advance.

Toronto.

Sash Cords—Up 2c.
Sash Weights—Advanced 5c.
Tin—Up 1c.
Brooms—Lower by 30 p.c.

MONTREAL.

Oct. 14.—Barring an advance in domestic lead of 10c no change is again reported in the local markets. All lines are very firm in sympathy with the primary markets. In fact for many months the situation has not been so firm. Looking at the circumstances, however, which have given rise to this condition one cannot feel any degree of certainty that this state of things will be prolonged. There is too much speculation and not enough genuine consumptive buying to be assured that the metal markets generally have become staple, and on a solid basis.

Locally trade is good, and jobbers and first hands are satisfied with the business done during the month. The growing strength of spelter has stimulated the demand, while on the other hand the speculation in tin has checked ordering except where the metal is wanted for immediate use. There is a great scarcity of Canada plate, but prices this week have not been advanced. Copper and lead have been in steady request. Old Country pig iron is being rushed through by importers, and the demand continues good. Canadian furnaces are busy, and report no anxiety as to future business.

High prices in tin have been made in London, and the syndicate seem to have as tight a hold upon the market as ever. As we stated last week, spot stocks have been controlled in New York and the large orders placed in London greatly helped the bull party. Between the two operations tin naturally continued inflated. One result of the manipulation has been that other grades of tin besides Straits have been more freely bought. Copper in sympathy with tin, and firmer figures in London, assumed better figures in New York, and holders have been getting a point or two more for the metal. Legitimate buying is dull. Spelter continues very firm in London and St. Louis, while lead make a few points during the week. The iron and steel situation in the States is devoid of any special feature. There has been some juggling in prices but conditions are about the same as before. Moderate business is being done. Cleveland warrants have become stronger, probably owing to the better feeling due to the settlement of the cotton dispute.

Pig Iron—There is an increasing activity in imported iron circles, due to the fact that the time for close of navigation is drawing near. Warehouses will not stock up until the last boat or so. Domestic furnaces are actively employed, but willing to take business. We quote No. 1, $18 to $18.50; No. 2, $17.50, at furnace Middlesboro; No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50. One promising feature in the United States iron market is the tendency to quote higher prices for future delivery, and figures in many cases have been met. Prompt quotations have not been changed.

Tin—The highly speculative character of the primary markets still tends to keep back booking ahead, and only orders for metal actually wanted are being placed. Still, business is very good locally, as stocks generally are on the light side. Jobbing prices continue to be quoted at 37. The London bull operators have maintained their position, and helped by a cornering of spot supplies in New York, figures have not shown much signs of any break away. Heavy business has been placed in London on American account. The situation is not one that tends to encourage trade or to put tin on a solid basis.

Copper — Copper is unchanged at 13½c. Buying is very steady, and concessions for good round lots not so easy to obtain. Inquiries show that a little more interest is being taken in the market. This is probably the result of the slightly firmer tone in New York. The bulling in tin has naturally tended to strengthen copper, while London in a speculative way has shown higher figures. Legitimate consumption, while good, has not shown any signs of taking care of the enormous production that is still going on.

Spelter—The market is still exceedingly firm, but no advance is reported. Buying in anticipation of an advance has improved, and some very satisfactory orders have gone through. Both the English and St. Louis markets are firmly held, and strong consumptive buying is reported, with anticipation of higher prices.

Lead—An advance of 10c is reported in domestic lead. Trade is fairly good, stimulated by the higher tone of the markets. The English market shows a firmer tone, and active trading is reported during the week.

TORONTO.

October 7.—The market remains almost stationary, both in regards conditions and prices. There is abroad the same hopeful undertone, but as yet no big business has developed.

Trading is much better than in the middle of summer, though the improvement from week to week has not been great. Importers of pig iron are sizing up the situation having in mind the business likely to materialize before next spring so as to base an estimate on supplies to be ordered before the close of navigation in the St. Lawrence.

All the metals show more steadiness. Tin has recovered the cent it lost last week and lead is somewhat firmer. Iron and steel products are active, which lends strength to the promise of better trading in pig iron later on.

Pig Iron—The business now being done continues to move in small lots, with orders more frequent than during the past several months. Domestic furnaces and metal jobbers are after whatever business offers. Quotations remain at $19.50 for No. 1, and $19 for No. 2, f.o.b. furnace, with 50c a ton added for local delivery. Middlesboro No. 3 is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Jarrow is $20.50 and Glengarnock, $22.50.

Tin.—This metal has recovered its strong position held previous to last week. The local quotation is back again at 37c, and the market is firm at that figure. Trading is active. Large quantities of tin have come to America during the past month, though stocks being pretty well depleted are not too high.

Copper.—The market continues firm, and copper is likely to become more active soon. The local quotation remains at 13½c. Both production and consumption are still running at high figures, but there is not now the talk about curtailment of production that there was two months ago. Industries using copper as a basic metal are becoming more active with a consequent increase in demand.

Sheets and Plates—All kinds of sheets and plates are decidedly active with stocks light. Canada plates are still scarce and running light. The higher prices of a week ago hold the market firmly. Tin plates seem strengthening for an advance. Deliveries of these goods are very slow and behindhand.

Spelter.—Spelter is held firm under the pressure of the movement in London, but no change in prices is reported. Concessions are not made very willingly for large lots. Trade is good, the probability of local prices being advanced stimulating buying. The English market is steadily advancing and is getting closer to the £24 mark. St. Louis is firm. Trading is active and sales satisfactory. Quotations running at 6c to 6¼c. The prospect is for firm prices on a steady market.

Lead. — The market shows great strength and this metal is now holding an excellent position on the market. Stocks are frequently changing hands. Lead is moving better now than for many moons past. The situation is entirely satisfactory. Domestic lead is at $3.75, with imported 5c higher.

Old Materials.—There is a somewhat quiet tendency to all old metals and materials this week and the past week. Dealers are rather stocking up than selling, though deliveries have been light.

Dealers are paying the same figures they were offering last week: for heavy copper and wire, 11 to 11½c; for light copper and bottoms, 9¾; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

October 14.—Fall trade has opened out well, and although merchants are buying carefully they are looking confidently ahead. Stocks are being well assorted, and with plenty of assurance that jobbers can ship promptly as present indications go, merchants are content to order lightly but often. Travelers report that conditions point all the way round to a good consumptive demand, while merchants state that collections are much better.

There has been a decided stimulation in cutlery and silverware, while houses dealing in more fancy lines state that buying for the Christmas trade in china, art metal, toys, etc., has started in well. Guns have fallen off, although a fair sorting trade is being done. Ammunition keeps up well. Winter sporting lines such as skates and hockey sticks are now prominent. Lumbermen s supplies have received stimulation and boot calks, axe and axe handles, and snowshoes are showing a steady call. Stoves, ranges and coal hods have been in better request, the colder weather quickening the demand.

Builders' hardware continues to be a steady and prominent line, and as building locally is decidedly above the average the demand should continue at good strength for some time. The country trade shows signs of falling off. Nails are still selling well.

Weather strip, sleigh bells, snow shovels, lanterns, stable fixtures, as well as ordinary utility lines are in steady request. No important change in prices is announced, and the market all the way round is firm and of a good tone.

Seasonable Lines.—The colder weather has stimulated the movement in fall and winter lines especially locally and steady orders are coming in for weather strip, sleigh bells, horse blankets and stable and barn fixtures. Stoves and ranges are in better request. Miscellaneous lighting goods are showing a fair demand. General household lines including enamelware, are in steady call, especially from the Northwest. The market is firm all the way round, with stocks in dealer's hands on the light side.

Cutlery and Silverware.—The approach of Thanksgiving day, and further on the Christmas demand has greatly stimulated the call on these lines. Dealers are buying in better assortment than used to be the case, while a higher grade article is selected. Carvers in cases, pocket knives, forks, berry spoons, pickle frames, and bonbon dishes are prominent.

Sporting Goods.—The demand for guns is falling off, although sorting orders are coming in steadily. But the requirements are light. Ammunition continues to sell well, while camp supplies are also in brisk demand. Skates and hockey sticks are in very much stronger call, and snowshoes show greater activity. Gymnastic supplies are good sellers.

Builders' Hardware.—Still prominent builders' hardware contues to more steadily. The country trade shows signs of falling off, but locally owing to the building boom trade is keeping up splendidly. The market is unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—The demand well maintains its strength. Nails are also in good request, repairing work producing a good consumptive call. The market is firm. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—The market is unchanged, with orders showing good strength. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire.—There is a good tone to the market, and jobbers report fair buying. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80; galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal; coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots; plain wire, bright, annealed and annealed and oiled, $2.35 base; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Oct. 13.—Both the jobbing and retail hardware trade show some little expansion over last week. The enlarged crop movement in the West has tended to make marketing freer and has also helped hardware trading. The business now passing is better than was anticipated, although even as it is jobbers state they could look after further orders.

Sorting up seems to be the principal feature of trading, and also there are some pretty heavy deliveries being made of early winter goods.

Probably the most prominent line is sporting goods. Guns and ammunition keep on going forward quite lively. Shovels, scrapers and wire mats are the active winter lines. Builders' hardware is a good line locally and in the larger Ontario towns where building is going on.

Broom prices for the season are expected to be in force to-morow (15th). They show lower prices by about 30 per cent. Sash cord and sash weights have advanced slightly; the former is up 2c and the latter 5c.

Booking for spring and summer of staple hardware lines is now on, but it is somewhat early to prophecy as to what the outcome will be. Practically the same prices which ruled this year will hold good for next.

Seasonable Goods.—Sorting-up of fall stocks is going on at present with orders calling for some early winter staple lines. Wire mats, sleigh bells, weather strips, ice scrapers and snow shovels are the leading articles moving. Horse blankets, and stall fixtures are in good request for immediate delivery. In fact all barn and stable goods are fairly active.

Builders' Hardware. — Trading continues good locally, though jobbers note an easing off in demand from country points. Building papers are in demand. Metal shingles and sheets are in good demand with price pretty stiff. General city demand continues its steady gait, and orders are not only well assorted but well distributed. The market is firm.

Household Goods.—New broom prices are expected to-morrow. As noted last week there will this season be lowering in price of between 30 and 40 per cent. Similar quality brooms that retailed at 50 and 60 cents last year will this year go at 35 and 40 cents, and it is quite likely that 25 and 30 cent brooms will again be offered. Kitchen tin, granite and enamel ware, washing machines, mops, clothes baskets, wringers, etc., are the principal lines moving.

Heating and Lighting Goods.—Lamp goods are still prominent, but sales are steady rather than increasing. Sales of gas and electric fixtures, too, are developing into steady grooves, though the Christmas season is naturally expected to show increased sales. Stoves and ranges are very busy at country points. city business running more to gas ranges and hot air furnaces, the latter of which are making business exceedingly brisk.

Sporting Goods.—The sorting-up demand for guns, ammunition, cartridge belts, etc., continues very strong, and jobbers are satisfied with the trade doing. Skates and hockey sticks are now being taken for early delivery. There is an improvement in rugby, football supplies, and gymnastic outfits. Prices are steady again. Some good sales have been made of better grades of pen and pocket knives and general cutlery lines are beginning to show more signs of life.

Heavy Hardware.—Bars, pipe, and rods are becoming active again. Structural iron is exceptionally so. Factory repairs are calling for a variety of metal articles and tools, and also rivets, bolts and nuts. There is a good tone all the way round. Orders are well assorted and delivery is wanted quickly. A good demand for bolts and nuts of all sizes is noticed, and with dealers' stocks on the short side delivery is wanted immediately.

Wire.—General lines are in fair demand. The market is unchanged.

Christmas Goods.—Inquiry for holiday and presentation goods is fair. Iron toys are increasing their hold on the trade, judging from enquiries.

U. S. METAL MARKET.

New York, October 12.—The Iron Age says:—Reports from the leading pig iron markets show varying activity, but all agree that the impulse to general buying is still lacking. On the whole, Northern foundry irons have been more active than Southern grades. Northern Ohio furnaces have made a fair aggregate of sales, in 1,000 and 500-ton lots, to foundries in Indiana, Michigan and Western Ohio, for delivery in the first half of 1911. These were largely on the basis of $14 at furnace. Not all furnaces will sell as low; for some it means actual loss, and relief in lower ore prices is seven months away. In the Pittsburg district late sales of basic have been at $13.25 Valley furnace.

It is plain that some important buyers of finished material are counting on further reductions in price. The real test will come when the attempt is again made to buy on a large scale. Values have been known to be held better through a period of light buying like the present than on the first appearance of attractive tonnage at the end of such a period.

HAD HIS HOLIDAYS FREE.

J. R. Hambly, Barrie, returned from Western Canada this week after a ten weeks' trip during which he visited many places in Manitoba, Saskatchewan, Alberta and British Columbia, besides visiting Seattle and other points in Washington State. Mr. Hambly has returned in splendid health and with a wider knowledge of the possibilities of the west, Calgary being the point which impressed him most favorably.

A feature of Mr. Hambly's trip worth repeating is the method adopted to finance it. He took $100 with him when leaving home and had a $20 bill when he landed in Toronto on his way home, having drawn nothing from the business during his absence. He stopped at Banff and other high class hotels and his expenses totalled nearly $300.

How did he do it? Like scores of other Ontario hardwaremen Mr. Hambly has hundreds of dollars worth of book debts owing him by former customers who have removed to the west. He took a list of these and, wherever he could conveniently do so, he made collections. He figures that he not only raised enough money in this way to finance his trip but from collections which he has arranged to make, he will clear the entire expense of the trip out of debts which he would never have collected if he had not gone after them personally.

Here's a shrewed method of financing a holiday which other merchants may be able to copy to advantage.

HARDWAREMEN ORGANIZE AT QUEBEC.

The hardware merchants of Quebec city have organized a hardware section of the Association of Retailers of Quebec. The section has been formed with the idea of regulating prices, and the settling of any disputes which may arise in this particular line of business. The following officers were elected: president, J. E. Martineau; first vice-president, M. Lemeux, of Samson and Filion; second vice-president, Herman Young; treasurer, J. A. Young; secretary, Alex. Parent.

HARDWARE TRADE GOSSIP

Ontario.

The Chatham Wagon Company intend to enlarge their plant this fall.

W. J. Bell, Beeton, returned last week from an extensive trip through Western Canada and Pacific Coast States.

J. S. Bowbanks, who for many years has represented the Starr Mfg. Co., Dartmouth, N. S., in Ontario, has opened up fine showrooms at 122 Wellington St., West, Toronto, having also secured the Canadian agency for Thos. R. Ellin, cutlery manufacturers, Sheffield, Eng. Mr. Bowbanks has an attractive display in his showrooms of skates and cutlery manufactured by these two firms, and will carry a complete stock of both lines in Toronto.

R. E. Thorne & Co., Montreal and Toronto, who established the Canadian Bronze Powder Works, at Valleyfield, Quebec, several years ago, and later took over the Valleyfield Iron Works, and developed a large foundry casting business, making a specialty of brass and aluminum castings, have extended their foundry business to Toronto, having taken over the foundry of the Martin & Worth Co., Peter Street, where they will also make brass and aluminum castings.

Quebec.

The trade generally will be pleased to hear that one of their most genial members, M. J. McLaughlin, assistant to G. A. Childs, manager of the wire department of the United States Steel Products Export Co., Montreal, is to be married on October 27th, in Montreal, to Miss M. E. Pratt, daughter of F. Pratt, and grand-daughter of the late John Pratt, who was one of Montreal's leading citizens, being President of the Harbor Board, and also identified with many other commercial enterprises.

The hardware store of C. J. Laviolette, Montreal, was destroyed by fire this week owing to some benzine becoming ignited.

Western Canada.

F. B. McEown, hardware merchant, Saskatoon, has enlarged his premises.

W. E. LaBorde has opened a tinsmithing business at North Battleford, Sask.

The Imperial Oil Co. will erect a distributing warehouse at Tofield, Alta.

The Western Glassware Co. have started a wholesale business at Edmonton.

E. W. Caspell has sold his hardware business at Cayley, Alta., to Scragg & McMeekin.

V. S. Long, hardwareman, Red Deer, Alta., is building a large business block in that town.

James C. Hilberry, hardware merchant at Red Willow, Alta., has admitted J. W. Barber into partnership.

The Dominion Linseed Oil Co., it is understood, is contemplating the erection of a $40,000 building at Regina.

C. A. Farquharson, hardwareman and harness dealer, High River, Alta., has sold his harness stock to R. A. Ballard.

United States.

John Bing, New York representative for Bing Bros., Nuremburg, Germany, has been appointed agent for Canada and the United States for Koehler-Ehmann, Laufamholz, Germany, fancy clocks; R. V. Hunersdorff, Nachf, Stuttgart, Germany, household specialties; and Wilhelm Rudi, Urach, Germany. kitchen utensils.

IRON MINING IN ONTARIO.

It is announced that the iron ore deposits lying along the route of the Kingston & Pembroke Railway are to be developed by American capitalists, a company known as the Julian Hawthorne Silver and Iron Mines, Limited, being now selling stock for development purposes. These ore bodies are situated near Wilbur and Robertsville, and comprise altogether 17,237 acres.

The history of mining in this section of eastern Ontario has not been as successful as it is claimed the richness of the ore deposits would warrant. To be carried on successfully, iron mining must be on a large scale. Heretofore the parties working the properties are said to have carried on the business in a "hand-to-mouth" manner, simply taking out the best ore, shipping it, and on the money received carrying on the work until another shipment could be secured. This policy was detrimental to the progress of mining, but notwithstanding this poor way of mining the ore, there has been, it is claimed, over 100,000 tons of ore shipped from the Wilbur properties. The new company, from the very outset plan to ship 1,000 tons of ore daily, and inside of six months they expect to increase this to 2,000 tons per day. The company will ship the ore by rail to Kingston, where it will be loaded on boats for shipment to Cleveland and other lake ports. Careful estimates, it is said, show that this ore can be laid down in Cleveland at a lower cost than the ore from the iron ranges in Wisconsin, Minnesota, and northern Michigan.

In addition to the cheapness with which the ore can be mined, treated and shipped, there are said to be practically inexhaustible quantities. In one ore body on the Wilbur property there is, it is claimed, over 6,300,000 tons of ore. This quantity is practically in sight. In addition, they estimate that on the balance of the Wilbur property investigated there is in the neighborhood of 40,000,000 tons. The other properties will largely increase this total, thus indicating that the supply of ore is almost unlimited.

The Hawthorne Silver & Iron Mines Company, also own mining properties at Temagami in Northern Ontario.

W. G. Scott & Co., Mount Forest, have sold out to F. E. Hendershot, of Winnipeg. The business was originally established by John McLaren.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature That the Correspondent Does Not Desire Publicity, he Can Use Initials or Nom de Plume.

CONDENSATION ON TANK.

"Ignorance" writes: "We have a customer who installed a large galvanized tank, holding about 15 bbls., in a small room over his kitchen which is never heated. He pumps water from his well into the tank with a windmill. The moisture in the air condenses on sides of tank and runs in pools across the floor. Can you or any of your readers suggest a remedy? A soft water tank in the same room into which water runs directly from the roof, gives no trouble."

The water pumped up from the well is of a much lower temperature than water drained into the soft water tank from the roof of the building. The temperature of the air in the attic is higher than the water coming from the well and the warm air coming in contact with cold water causes condensation on the outside of the tank until such time as the water in the tank becomes warm. The manner of overcoming this is to enclose the tank tightly with a lid and cover same with a packing of hair felt or some other non-conductor, thus stopping the circulation of air which causes the condensation.—Editor.

LIGHTING SUPPLIES.

A. A. Shirley, St. Andrews, N. B., writes: "Our hardware store is lighted with a kerosene lamp which uses Welsbach mantles, the lamp being called "The Fellboelin." We are having considerable difficulty in procuring mantles and chimneys for these lamps, and would like you to furnish us with the address of the Company or agency which sells these supplies.

Canadian Welsbach Lighting Co.—Editor.

HORSE CLIPPERS.

Peart Bros. Hardware Co., Regina, ask who is agent for Newmarket horse clippers in Canada.

Burman & Sons are the manufacturers, and B. & S. H. Thompson, Montreal, are Canadian agents.—Editor.

AIM TO HELP RETAILERS.

I have read with a great deal of interest your account of the objects and functions of the Canadian Credit Men's Association, and your editorial thereon.

I am glad to note that so well known and widely read a trade journal as yours recognizes the benefits to be derived from an Association such as ours. There is no doubt, under present conditions, that co-operation is absolutely necessary among all classes, and the objects which the Association has in view are so obviously beneficial to the community as a whole, that we deserve, and should receive, its unqualified support to elevate business conditions to promote the dealings between retailer and wholesaler; to assist the retailer in the many hard and important problems which come before him; to eliminate as far as possible fraud, and to punish it where it actually occurs. These are things which make for the well-being of business conditions, and while the Canadian Credit Men's Association is composed of wholesale merchants, at the same time it is a fact that a large part of its work will directly interest and concern the retailer, so that what you have said with reference to the retailer having a part in our work should meet with very responsible recognition.

What we should have, and what we strongly desire, is the effective co-operation of the retailer. If we can help him in insurance problems, if we can weed out the fraudulent merchant, if we can promote legislation which will tend towards better conditions, he should give us the benefit of his moral support, even if he does not take steps through any association to back us up. I do not know how it may be in the east, but it would seem from past history out here that, except in some localities, retailers have never been able to get together. While their necessities are practically the same, still they spread over vast stretches of country, and they have not the same cohesion as the wholesalers who are located in a few centres. I think it is from this cause and not owing to any lack of intelligent appreciation of the situation, that retail organizations heretofore in the west have not been successful.

With reference to the wholesalers, the large number of members who have joined us, and the constantly increasing list of our membership, is evidence that the work which we are doing is filling a want which has been recognized by the community. With the backing which we have now, the Canadian Credit Men's Association, if properly managed, should be a power for good, and I hope that those wholesalers who have heretofore held aloof, wanting to see how the Association was going to pan out, will now see their way clear to join it. The work will go ahead and be done just the same; but the larger our membership the greater our momentum, and the better results which can be accomplished.

One word more on the prosecution of fraudulent debtors: I know of no more demoralizing occurrence in a district that a fraudulent failure. It is always the cause of poor business to those who are honestly conducting their affairs. It unsettles the mind of the community. It offers temptation to others, if successfully carried out. I know of a case where there was a studied and successful attempt at fraud, and for two years business conditions in that place have been unsettled. The merchant in question in attempting to defraud his creditors sold a lot of goods for much less than cost; he took produce from the farmers in exchange for goods at very much more than the produce was really worth, and after he had, by this means, lined his pockets, he skipped to the States. Those honest merchants who were left had to re-arrange the conditions of their business, and as for the farmer in that neighborhood, he feels he is now being defrauded because he cannot get prices which the absconded debtor gave him.

That is a concrete illustration of how we propose to help the retailer, if we can elimiate or materialy reduce the fraudulent failure.

H. H. Pigott,
President Canadian Credit Men's Association.

Winnipeg, Oct. 4.

COTTON BELTING.

G. Ledham & Son, Port Rowan, Ont., ask for the names of manufacturers of canvas elevator belting.

The Dominion Belting Company, Hamilton, Canada, Label & Webbing Company, Toronto, J. Henry Peters Company, Toronto, and F. Reddaway & Co., Montreal.—Editor..

LIFTING JACKS.

Handy Jacks Manufacturing Co., Sarnia, write for the names of different kinds of lifting jacks.

Wagon jacks are made by the London Foundry Co., London; and the James Smart Manufacturing Company, Brockville; screw jacks by the John Watson Manufacturing Company, Ayr; and B. Bell & Sons, St. George; and hoisting and lifting jacks by the Jenckes Machine Company, Sherbrooke, Que.—Editor.

LACK OF COURTESY.

The writer would like to call the attention of some of the Western Hardwaremen to their neglect in answering applications for situations, made in reply to their own advertisement. The writer has known of many instances, personally and otherwise, where an ad. has been inserted in the leading papers, the applicant enclosing a self-addressed stamped envelope for reply, which has been totally ignored. It seems very strange that progressive hardware firms would not use more business etiquette, and at least reply when stamps are sent.

A SUBSCRIBER.

Toronto, Oct. 10.

News and Methods of Canadian Hardwaremen

Prices of Various Lines Advance at Halifax—Window Displays at Peterboro—Store Decorations at Saskatoon.

PRICES ADVANCE AT HALIFAX.

Halifax, Oct. 8.—Mackerel are being caught at some points along the coast, and there is considerable activity in fishing circles. This will help the hardware trade later on. A prosperous season for the fishermen always makes business brisk in hardware lines. Collections are quiet, but there are some signs of improvement.

There has been a further advance in the price of linseed oil of five cents per gallon. It is now quoted at $1.20 per gallon in barrel lots. Sheet zinc is also higher at 7½ cents in cask lots. While there is as yet no further advance in turpentine on the local market, English advices quote a further rise, which will probably be in evidence shortly. Canadian white lead is 25 cents higher at $6.25 for 25 and 50 pound irons. Cotton goods such as cotton lines, twines, nets, etc., are firm. Wire nails are quoted at $2.50 and cut at $2.70.

The demand for builders' supplies shows a heavy falling off, and the plumbing business is very quiet, only a jobbing trade passing at the present time.

One of the most artistic of the many beautiful displays at the recent Provincial Exhibition held in this city, was that of Morton & Cragg, the progressive young Halifax retail hardware merchants. The exhibit represented the interior of a modern equipped residence, fitted up with the latest house furnishings and it certainly reflected great credit on those who arranged it, as it was complete in every detail. The firm were awarded a gold medal for the exhibit.

NOVEL PAINT WINDOW.

Peterboro, Oct. 10.—Last Saturday was the busiest day in Peterboro for some time. Nearly every farmer coming in had on his wanted list an order for glass and putty. Painting has not been so brisk as in other falls, the high price of oil and turpentine holding it back, everyone waiting for the long deferred drop in price of that necessity, and stores are buying sparingly, practically from hand to mouth.

All dealers report a busy time in hunting goods. Shot guns and rifles are selling freely. This being the first season for partridge for some years, everybody who has a gun is waiting for Oct. 15, partridge being very plentiful in the surrounding country. Ammunition is moving welll.

The Kingan Hardware Co. this week has a novel display of Jap-a-lac. Their north window, the floor of which required some renovating, their window trimmer hit on the novel idea of at first beautifying that sore spot, and at the same time advertising one of the many uses of Jap-a-lac. A portion of the floor has been left in its pristine condition, the portion next being given a coat of ground color and crack filler, the next a coat of graining color, and showing the Jap-a-lac graining tool with which it was grained, the final portion showing the finished floor. It has been the means of many sales. Neat show cards explain on each portion the process that portion has undergone. The various posters and window trims issued by the Glidden Varnish Co. have been effectively used in the display.

The Best Stove Company and Higgins Hardware Company report a busy season in heaters and stoves. Their tinsmiths and furnace hands are all working overtime.

Adam Hall & Son have decided to relinquish their retail store, and during the past week have been disposing of their stock of tin and graniteware, stoves and heaters, by means of a sale, and report a rushing business. They intend to keep only to their line of steam and hot water fitting and plumbing, and to go more largely into manufacturing their lines of ranges built for hotels and lumbering concerns. They have erected a foundry alongside the Grand Trunk tracks, where they will employ about 40 moulders and machinists.

Mr. Forsythe, the mechanical superintendent of the Lundy Shovel & Tool Company, has resigned his position. The company has secured two experts in shovel manufacturing from the old country. The same firm has applied to the city council for a franchise to lay pipe on the streets of the city, with a view to supplying natural gas.

Andrew Robinson, lately head salesman with Adam Hall, has accepted a position with the James Robertson Co., of Toronto.

W. O. LaBelle, of the Kingan Hardware Co., is confined to his house with sickness, and all his friends will be pleased to soon see him around again.

The Peterboro Hardware Co.'s new wholesale warehouse is nearing completion.

STORE DECORATION.

Saskatoon, Oct. 8—An example of what can be done by retail merchants in the way of decorating the exterior of their stores is shown in the accompanying picture of M. Isbister & Son's store, as arranged during a recent celebration here. One of the windows was used to display cutlery, and the other binder twine, while the doorway was decorated with bunting and grain, surmounted by a large deer's head. Flags and bunting completed the decorations, a large flagpole rising above the center of the store from behind the sign on the roof.



Exterior Decorations on Isbister's Store at Saskatoon, During a Local Celebration.

NOW if that stock of *Stephens* House Paint of yours was broken in the Summer rush, this is your chance, and even if it was not badly broken it soon will be, and you don't want to lose a single sale of this profitable line.

Think it over---look over your stock, and then send in your orders. We have a full and complete line and will ship same day as order is received.

G. F. Stephens & Co., Limited

Winnipeg, Canada

Paint and Varnish Makers

BRANCH AT CALGARY, ALTA.



This shows how Adjuster is used.

IMPORTANT NOTICE

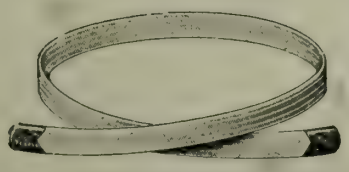


Terry's "AVECTA" Neck-tie Adjuster is worth looking into. It is a neat and simple contrivance, which saves 50% of neckwear expenses.
Sells readily when its advantages are made known. Is selling in thousands in England and the continent.



You may have any of these Electros for the asking.

Herbert Terry & Sons
Novelty Works,
REDDITCH, ENGLAND



SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.
TORONTO, ONT.

Pease-Waldon Co. Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 13—Travellers' orders for the past week have been remarkably large, and for a wide range of goods. In addition to the staples, splendid orders are coming in for specialties, sporting goods, and holiday stocks. The prolonged period of excellent weather has continued the demand for builders' supplies and interior finishings to a remarkable extent. Not only in this centre, but in all the chief towns and cities in the three provinces enormous building operations have been in progress, and the work on finishing the year's plans will be extended far into the winter.

There has been a particularly heavy demand for Canada Plate, and factories have been taxed to the utmost to deliver the goods. At the present time the orders from Western merchants are a little weaker, but small shipments are being made to every corner of the West. The trade in cutlery, skates, sporting goods and horse-shoes is very good, and merchants everywhere are planning for a good winter's trade. Heating stoves for coal, wood and oil, are all going well, and the many new stores that have opened up during the past summer, together with increase in population, has stimulated all branches of the stove and furnace business.

Coil chains are about to be reduced on the Western market. This does not affect logging chains, as the duty on these is 30 per cent., while the duty on coil chains is only 10 per cent.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—22c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.75.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2,90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

The paint and oil market is very active, and prices are stiff. Dealers have been compelled to advance prices everywhere, and it would appear that everyone is resigned to the present quotations in all lines. Mixed paints have been advanced with all other lines, and it is significant that the demand has not been abated on account of the market condition.

Putty and Glass—There is a rumor that putty will be advanced, and it is possible that the $3 price will be quoted very soon. Glass is going well, and the demand is strong for the wired glass. Putty in barrels, $2.90; cases, $3.15; kegs, $3.40.

Linseed Oil—Although the price of Linseed fluctuates about the $2.50 per bushel market, there is a tendency to keep the price above the figure. So long as the prevailing condition of the seed market is maintained, the oil price will continue very firm. Boiled oil is $1.18, and raw $1.15.

Turpentine—Turpentine has been advanced five cents, and the market is as firm as usual at $1.10 per gallon to-day. The new price has curtailed the output slightly, but will revive very soon.

Varnishes—A very wide range of finishing supplies are moving, and at present the varnish trade, perhaps, forms the major part of the business at the present time. The quality of interior renovating in all western buildings is excellent, and many handsome structures are yet to be completely finished.

White Lead—The white lead market is steady, and the product is moving moderately. The price continues at $5.75 to $6.25, according to the brand.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 24c; Searchlight, 22c; Red Rose, 25½c; Keystone Special, 20c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.





THERE isn't apparently much difference between paint that's made from the very best raw materials that money can produce and paint that's made from adulterants. That is, the casual observer doesn't notice the difference simply by looking into the can. But the difference shows when the paint has been applied for a while. Time is the test of good paint.

SHERWIN-WILLIAMS PAINT, PREPARED

in the can may look like a great many other paints which are said to be as good. But put it to any test you will, and it will come out a winner. The reason is plain—its makers have a reputation second to none in Canada and would not for one moment consider putting anything but the highest grade materials and workmanship into their product. What's the result? A paint that you should handle because it's right in every way. It will add to your reputation, as it will give satisfaction to your customers. Get our proposition, and stock SWP. Do it now.

967

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



THE BURLAP SEASON

is here—are you prepared to take care of the orders? If not, order a stock at once or send for one of our sample books.

LIN-UNA, BAS-KA-NO, WINNIPEG DYED BURLAPS.
SIZED, OIL-COATED, PLAIN, PREPARED CANVAS, MUSLIN, ETC.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

Gurney Foundry Company Honors Retiring Manager

W. H. Carrick, for 36 Years With the Gurney Foundry Company, Tendered a Complimentary Dinner and Presented With a Cabinet of Silverware, on Leaving to Accept Management of the Gurney-Tilden Company, Hamilton.

About one hundred guests assembled at the National Club on the evening of Friday, Oct. 7, on the invitation of Mr. Edward Gurney, president of the Gurney Foundry Company, Toronto, to meet Mr. W. H. Carrick, who recently resigned as general manager of the Gurney Foundry Company to become president and manager of the Hamilton Stove and Heater Company, successor to Gurney-Tilden & Co., Hamilton.



EDWARD GURNEY,
Who Made the Presentation to Mr. Carrick After 36 Years of Loyal Service.

The guests included representatives of the office, sales and factory staffs of the Gurney Foundry Company, representatives of the trade press, and business and personal friends of the guest of the evening.

After an appetizing menu and the contents of a song sheet had been disposed of, the former putting the inner man in good humor while the popular songs brought the company into closer harmony "The King" was honored in usual style.



E. HOLT GURNEY,
Manager of the Sales Department of the Gurney Business.

The last song on the vocal bill of fare closed with :

What's the matter with father, he's all right,
What's it matter if father's hair is white ?
I'm very strong for the other sex,
But Dad's the fellow that sends the checks,
What's the matter with father, he's all right.

This brought Edward Gurney to his feet, and he said it gave him exceeding pleasure to look around on the faces of so many friends he had done business with and realize the strong bonds of friendship which held them together. Growing reminiscent Mr. Gurney confessed that he was born in Hamilton in 1845, and lived there until 1868, having spent many happy years as a member of the fire brigade and learning his early business lessons under the leadership of his father and uncle in the business now known as the Gurney-Tilden Company. "Hamilton is an attractive city and it has attracted my oldest business associate," concluded Mr. Gurney, "yet it seems fitting that the old Gurney-Tilden Company where I started my career, should be managed in its turn by a man who has learned what he knows of the stove and heating business as my right hand man."



W. H. CARRICK,
Who was Honored by the Staff of The Gurney Foundry Co.

Appreciation From Former Associates.

"We could not let Mr. Carrick leave us," continued Mr. Gurney, "without expressing our appreciation of his long and faithful services, and I ask him to accept from his former associates on the Gurney Foundry staff this cabinet of silver."

"I find myself to-night totally unfitted to respond to your very kind and flattering address," said Mr. Carrick, "and am unable to find adequate words that express to you my heartfelt thanks for your beautiful gift. I cannot but feel that the present occasion is the greatest in my life, as it marks my separation from the good old firm many of us have been so long connected with, and the severing of a daily association with a loyal staff who always were willing to co-operate in the work and responsibilities of a great business.

"I cannot tell you how deeply I feel the parting and how much I will miss you all in the future. After a service of 36 years one finds so many ties that it is a wrench at my very heart strings to break away from. I regret that fate deemed it necessary to have a parting of the ways at this late date, however, I feel proud of your esteem and friendship as evidenced by this handsome token of your good will, and I do hope that the cordial and kindly feelings may always continue between us, and although separated from each other, I trust we may all be spared for a useful and happy future.

"I congratulate the firm on the splendid staff of men operating its great business throughout this country, and my standard and aim will be, if possible, to have my new business officered by just such an able and efficiency body of men. Again I thank you all for your many kindnesses to me in the past and if I re-



W. CROMWELL GURNEY,
Who Succeeded Mr. Carrick as General Manager of the Gurney Foundry Company.



"SUNNY TOM" ALCOCK,
Secretary of the Gurney Foundry Company.

"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON

Prompt Shipments.
Finest Quality.

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Do YOU Endorse our Policy?

The splendid victory for price maintenance and profit assurance won with the help of the retailers has strengthened us even more strongly in our determination to maintain the high quality of the

Iver Johnson Safety Automatic Revolver

Maintaining the price, we can keep it the finest revolver in the world. Maintained quality is your customers' protection and yours. It safeguards your reputation and your profits.



The Iver Johnson is a ONE-PRICED REVOLVER. We play no favorites. Big dealer or little dealer, the same fair, honest treatment for all. This has been and always will be our policy

Don't you, Mr. Dealer, endorse such a course? Then, why not stock up at once?

Iver Johnson Arms & Cycle Works
Factory and General Sales Office, - 330 River St., Fitchburg, Mass.

New York:
99 Chambers Street.

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal.



THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason

London Bars

have such a large sale among the builders, contractors, blacksmiths and iron workers

Are you selling them, Mr. Hardwareman?

LONDON ROLLING MILL CO., LTD.
LONDON, CAN.

Sales Agents:
Ontario, Barnes & Peckover
Toronto
Manitoba, Bissett & Loucke,
Winnipeg

ceive from my new associates the same help in the future, I shall be satisfied."

Mr. Carrick's health was enthusiastically toasted and he was given three rousing cheers and as many "tigers."

Responding to the toast of "The Shops," W. Cromwell Gurney, the new general manager of the company, spoke of the loyalty of the members of the staff and added his appreciation of Mr. Carrick's work. W. H. Gibson, who also responded to the toast, spoke of the friendly rivalry existing between the manufacturing and office staffs but said his department could easily make good the shortcomings of the business and advertising staffs.

"The Office and Sales Staffs" were next toasted, the responses being made by "Sunny Tom" Alcock, the silver haired secretary, of the company, and E. Holt Gurney, sales manager. The former was told to "Put on your old grey bonnet" but he replied that though his hair was grey it hadn't been caused by business worries. He told of the affection in which all the members of the office staff had held Mr. Carrick and promised loyal support to the new general manager. E. Holt Gurney, said he had just returned from the Pacific Coast and members of the selling staff in both the east and west had sent messages of regret at being unable to bid farewell to their former manager. Mr. Gurney took advantage of the opportunity to tell some stories of persistency, application and closing ability on the part of the members of the Gurney selling staff. "We have the goods, and we have the men," concluded Mr. Gurney, "and with the exercise of good salesmanship our business will grow greater and bigger than ever."

A pleasing incident at this point was the introduction by Mr. Edward Gurney of John Wright, the company's oldest employe, he having been a member of the mechanical staff of the McGee foundry in 1868, when E. & C. Gurney, father and uncle of the present head of the company removed from Hamilton in 1868 and took over the McGee business. Mr. Wright told of how he had worked in the shop side by side with Mr. Edward Gurney.

In proposing the toast of "The Trade Press," Mr. Gurney spoke of the changes which had been brought about in his time as a result of the development of a better feeling between competitors. Formerly each manufacturer was very reticent about matters concerning his own business but new ideas had taken root and business competitors now came together and discussed costs and other manufacturing problems to the advantage of all. He himself had been able to assist, as an outsider, in the formation of one of the largest stove organizations in the United States. The trade press had been an important factor in creating this better feeling.

In responding to the toast, Weston Wrigley, editor of Hardware and Metal, introduced himself as the oldest member of the Gurney sales staff, the advertising pages of Hardware and Metal having been a medium of bringing before the stove dealers of Canada the many improvements and new lines produced in the Gurney foundry during the past score of years and the same service could be given Mr. Carrick in building up his Hamilton business as had been given to him while in Toronto. Appreciation was expressed for the courtesies, treatment and many news items given to Hardware and Metal by members of the Gurney staff and the point made that it was the constant endeavor of the trade press to create good feeling amongst retailers and between retailers, jobbers and manufacturers. George H. Honsberger, manager of the Stove and Heating Journal, also acknowledged the toast, telling of how he had learned the lessons of the alphabet from the Gurney name on the kitchen range in his boyhood home.

In bringing the evening to a close Mr. Gurney said the business men of Canada had cause to congratulate themselves on the splendid condition of the country. There is work for all in this country and enterprise has a chance to secure its proper reward. "We will not say good-bye to Mr. Carrick, we will but say au revoir."

STOVE REPAIRS IN WINDOW

The window display of ranges shown in the accompanying picture was made by a Seattle store whose window trimmer saw an opportunity to feature repairs, as well as the ranges themselves. On a plain rug placed on the floor in the front of the window were shown the various parts that go to make up these ranges. These parts were all named, and their good points explained. The three ranges were shown on plush covered platforms, which raised them up about 12 inches from the floor. It was a highly satisfactory display.



Window Display Featuring Repair Parts of Ranges.

LEARN FROM STOVE PEDDLERS.

The success which stove peddlers have had in going from farm to farm should be a lesson to the dealers to do likewise. A reason lies behind the success of the stove peddlers and the reason is one of human nature—the farmer is flattered by personal solicitation.

There is still another important factor in building up a good stove trade and that is an attractive display. Stoves should not be converted into shelves for the reception of all kinds of merchandise, but should have the space they deserve. Stoves look better and can be displayed to much better advantage if they are on a raised platform in the centre or at one side of the store.

Salesmanship—the art of selling—comes in last of all the list, but is by no means the least important. In fact, many good stove prospects are lost when the sale is about to be closed, through the ignorance of the salesman. The stove salesman should know stoves. Stoves have many "talking points,"—so many points for comparison that it is necessary for the salesman to be well acquainted with their intricate parts in order to explain the superiority of one stove over another.

The experience of many dealers would seem to prove what is claimed by some of them—that a successful stove business is built upon quality to a greater extent than any other line in the hardware store. The cheaper grades of stoves bring less profit and infinitely more trouble to the dealer. Scores of dealers say that they have had more success selling $60 stoves than the $30 and $35 grades. The writer knows of a hardware dealer who keeps only one low grade stove in his store and that is to show his customers what they would get if they ordered from the catalog houses.

Push and persistency in all things pertaining to the stove trade are most needed to make it a "go."

THE DAYLIGHT OVENS.

W. Shives Fisher, president of the Enterprise Foundry Co., Sackville, N. B., was a visitor in Toronto this week, and in conversation with Hardware & Metal stated that new daylight oven feature of the "Enterprise Monarch" tseel range had caught on, and this range is now one glass oven door, enabling the housewife or cook to see how her roast or pan of biscuits is progressing without opening the oven door, is a feature which captivates large numbers of women buyers.



No. 30

HUSTLING ALL THE TIME.

From the trade that is being done by the paint manufacturers it is evident that all the way round a good fall consumptive season has set in. Even the inevitable advance in prices has not, apparently, checked the swing of orders. Opening thus under these good conditions, the fall promises plenty of business for those who go after it in the proper way.

There is too much intermittent effort in the paint campaign of many merchants. First blowing hot, and then cold, it is impossible for a dealer either to get a proper grip on his district, or to reap any fair result from the little efforts he has put out. To run a window display of paints, say for a week, and then ignore them for the rest of the season is, to say the least of it, sufficient to shut down any consumptive enthusiasm that this week's display may have produced, and so on in any other direction that the merchant may have attempted to encourage trade.

In fact, whether it is in display, or in outside advertising, the dealer must follow on in his efforts, and back one move up with another equally strong, or better still, stronger.

There must be a continuous hustle after trade. The dealer must continue his window displays, and see that his paints are well to the fore in the interior. There is little use in having a strong advertising campaign, unless these efforts are backed up by strong window and interior displays. A consumer reads about your paints at home and takes a trip to the store next day to have a look at the goods. If he sees nothing in the window, not even one solitary tin of paint, he is probably so disappointed that he may turn away without going inside. There must be strong co-operation between outside advertising and display at the store. Get the people to the place by outside advertising, and then draw them in by good window displays. Confirm their impression that this store must be the "one" for paints by having a fine interior display, and finish the process by having them looked after by a salesman who takes an interest in the customer's needs, and, who, if there is any doubt as to the customer's experience in painting, will take the trouble to point out the few hints necessary to make a painting or a staining job successful.

If a dealer shows that he is pleased with his paint department by giving it



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.
Limited
TORONTO, ONT.

White Tiger



Lead Brand

This Lead has been a favorite with practical painters for over 30 years.

Made from Lead corroded under the dry system and mixed with pure refined Linseed Oil. Every package bears the yellow label of the White Lead Association of Canada as a guarantee against adulteration.

The Montreal Rolling Mills Co.
MONTREAL

a good location in the store, the customer is impressed with the fact. The latter feels that if these were not good paints, and that the merchant was doing well with them, the department would not be so prominently located, while the tins would not look so clean and fresh. There is a lot in this, Mr. Dealer. First impressions have great influence in the making and holding of a customer.

All the way along the merchant should pay particular attention to his stock. Always have it looking clean and fresh looking. Who wants to buy a dirty looking tin of paint, when paint is supposed to be the antithesis of dirt. Besides he may get the erroneous idea that the paint is old stock. The paint department wants careful watching, so that it shall always have the most inviting aspect to the consumer. What trouble this entails on the merchant is well paid back.

PAINT AND OIL MARKETS

MONTREAL.

Oct. 14.—Despite the bullish tendency of prices, trade continues to swing in well. The hesitation that was at one time noticed has disappeared, and buyers apparently have got reconciled to the adanved prices in practically all lines. Trade is well distributed, and it is evident that a good fall painting season has started.

No price changes are announced. Turpentine is firm at last week's figures. Linseed oil is fluctuating somewhat, but the difference in figures from one day to another is very little, and no one is inclined to prophesy as to what is going to happen in the near future. The main thing now is that supplies are short, and holders are not anxious to sell. White lead, despite the advance in price, is selling very well, and grinders' stocks are showing signs of the demand.

Liquid paints are moving splendidly, and it is evident that dealers are pushing this department vigorously. Varnishes are in good demand, not only in bulk from the large factories, but in tins from the smaller users. All the way round conditions are very good.

Turpentine—Prices are unchanged. The market is firm in tone, and buying seems to be more free than it was. There is less disposition to wait to see how the market is going. Supplies are in fairly good shape, and we quote $1 to $1.02.

Linseed Oil—Linseed oil is still extremely bullish, and no one cares to hazard an opinion as to what is going to happen next. Influenced by the English market, there are slight fluctuations from day to day, but in the end there is no material difference. Supplies are still very short, and holders are not anxious to part with many barrels at a time. Buying has improved, for if linseed oil is wanted, users cannot wait for the market to improve. We continue to quote $1.08 for raw and $1.11 for boiled.

White Lead—A good trade is reported in white lead, the recent advance in prices seemingly stimulating the demand. Heavy lots are going by boats, as users are apparently accumulating some stocks. We continue to quote $6 to $6.50, according to brand.

Varnishes and Japans—There has been a stimulation in the demand. All lines are moving well, and it is an evidence of active industrial conditions that the large implement and allied factories are buying varnish freely. Household lines are also in good request.

Putty—Putty is selling well, the good state of the building season making the demand very heavy. The market is firm, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

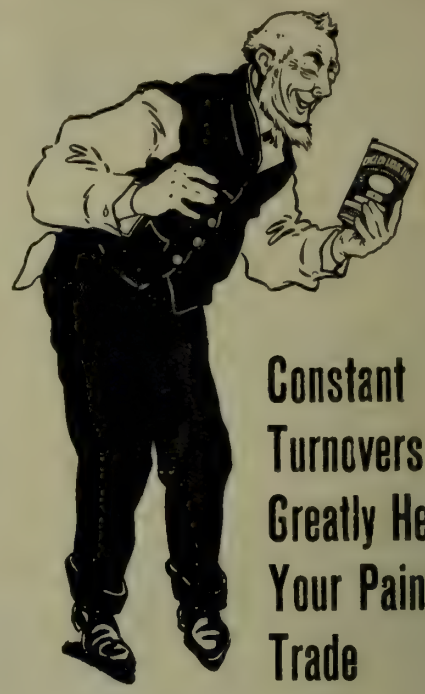
TORONTO.

October 13.—The paint market remains as at last week. All prices are holding firm. Linseed oil and turpentine are the principal commodities talked of. Sales of these two lines are not great, orders calling for sufficient quantities only to cover immediate wants.

Substitutes of these two paint articles are said to be selling more freely, now that prices are so high, and in a number of cases are meeting with fair satisfaction. For inside work benzine has been sold instead of turpentine, because of the latter's high value.

The prophecies of some of those who have been claiming that the crop of turpentine for this summer was to be much shorter than last year, seems to be verified and the statement that higher prices would prevail for the month of October, seems more of a certainty, as during last week the price at Savannah advanced 4 cents per gallon. The three shipping points where turpentine centres from the Southern States are, Savannah, Georgia; Jacksonville, Florida; and London, England. At the present time there is only one-half as much turpentine held in stock at these three points as there was a year ago, and only one-third as much as there was three years ago. The world's demand for turpentine is certainly much greater now than it has been for several years past, and the demand for supplies in the paint trade and for varnishes for the carriage and automobile business must be met as the substitutes are still looked upon as impractical. There has not been any advance made in the price locally.

Linseed Oil—In Linseed oil there is no change to report as the price of flaxseed in Chicago and other points has shown no evidence of decline, although the harvest is now pretty well past and the grain is coming forward to market. The official returns show that in Saskatchewan this year there were 393,100



Constant Turnovers Greatly Help Your Paint Trade

It does not help you to carry paints that can be sold only once to a customer. In order to give your stock exercise, keep it moving. To do more business and make larger profits on a given capital, book your order for

B-H. "English" Paints

These paints are the only ones in Canada made with BRANDRAM'S B. B. GENUINE WHITE LEAD. The base used is 70 per cent. of this famous lead, and 30 per cent. Pure Zinc White. The other ingredients are also of the very best. B.-H. "ENGLISH" PAINTS can be sold again to the same man, and he will send his friends to you.

Send for full information on our complete line, and facts of interest to paint dealers.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty,** another important stone which must be a part of the foundation as well, can be added so easily—just build your business on

The Martin-Senour Paints

100 Per Cent Pure

and you need have no fear of the future—your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful,** better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money—it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

MOORE'S "IMPERVO" VARNISHES



ARE PROVING AS SUCCESSFUL AS

Moore's Muresco

Moore's Trip-L-Body White

Moore's Oil Colors and Paints

PAINTERS should use these goods—and the wise ones do—
DEALERS should sell these goods—and the wise ones do—

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Fine Colors, Paints, Varnishes and Muresco

Toronto New York Chicago Cleveland

acres under flax cultivation, giving an average yield of 9.66 bushels per acre. The total production for that province stands at 3,797,500 bushels. Local quotations still range from $1.07 to $1.09 for raw oil and $1.10 to $1.12 for boiled oil in barrel lots. Hardwaremen are buying lightly, and for present use only. Manufacturers are more anxious about future prices.

Turpentine—The local price is still fluctuating between $1.01 and $1.03 as at last issue. Trading at this high quotation is somewhat light.

Rosin—All grades continue to sell well at tight prices. "G" is quoted at $3.25 per hundredweight in barrel lots. Orders while frequent are for small quantities however.

White Lead.—Good business is passing and booking is fair. Prices hold firm. Ton lots of "Government standard" white lead stands at $5.65 f.o.b. Toronto, with 25 cents a hundred more asked for less than ton lots. Private brands of genuine run at least a dollar above these prices. Some good second grades said to be better than "Government standard" are quoted around $5.90 to $6 in ton and less than ton lots.

Red Lead.—Unchanged in price or condition. Genuine in casks is at $5.75 per hundred, with No. 1 at $4.25.

Putty.—Trading has improved greatly over last week, the building situation calling for large quantities. Prices are steady and unchanged. Bulk in barrels is at $2.20; in 100-lb. drums, $2.45; bladders in barrels, $2.70; in 100-lb. irons, $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs; cased, $2.80. "Special" putty prices are 10 cents below these figures for like quantities, and "pure" putty 35 cents higher.

Glass.—Business is passing in good volume and sales are increasing. The higher tendency of the paint market has made glass firmer, though it is not likely from present indications that any advanced figures will be asked. The glass business is now at the top of activity in movements. Shipments are very fair.

Petroleum.—Trading is not heavy in any one line, though all petroleum goods are selling fairly well and the volume taken as a whole shows good business passing. Canadian prime white is still at 13 cents a gallon, American Water White is 14½c, and Pratt's Astral, 17c. Benzine and gasoline are now quoted at 16½c and 18½c, respectively. Benzine is being used somewhat extensively in place of turpentine for interior paint work.

H. G. Coy, hardware merchant, Anaconda, Mont., writes an annual circular letter to those of his customers whose purchases during the year have not been as large as he would like to see them. The letter states that it may be the fault of the store that it has not attracted more of the customer's trade, and it tries to persuade customers that it is the continual aim of the management to give good service and polite attention in addition to selling the best merchandise.

TORONTO MANAGER PROMOTED.

John Irwin, for the past eight months manager of the Toronto office of Brandram-Henderson, Ltd., has been promoted to the position of assistant to general manager G. M. Edwards, at Montreal. This promotion takes effect on October 15, though it is not likely that Mr. Irwin will be able to clean up his pending affairs at Toronto before the end of the month. A. W. Poole, who joined the Brandon-Henderson staff on October 1, will succeed Mr. Irwin as manager of the Toronto office. It is understood that the duties of Mr. Edwards have been increased so much of late that an assistant is necessary. The office of assistant manager was therefore created.

Mr. Irwin joined the staff of the old firm of Henderson & Potts, in the spring of 1901. In 1905 he went to Winnipeg and opened the western branch for that



JOHN IRWIN,

Who Returns to Montreal From Toronto, as a Result of a Staff Promotion.

company. In 1906, when the Marshall-Wells Company were made the exclusive distributors for Henderson & Potts, he went with them and created their paint department. In the meantime Henderson & Potts, of Halifax and St. John, and Henderson & Potts Co., of Montreal and Winnipeg, were incorporated into Brandram-Henderson, Ltd., and Mr. Irwin returned to Montreal in January 1908, as Montreal sales manager for the new company. In February 1910, he opened the Toronto branch for this concern, and now in October of the same year, he goes back to Montreal as assistant manager.

A. W. Poole, who succeeds Mr. Irwin as manager of the Toronto office, has been sales manager of the paint department of the James Robertson Co., Toronto, for the past two years. He was previously connected for several years with the F. Hammar Paint Co., of St. Louis, Mo., as manager of their sales force.

?

A Correspondent Asks:

"HOW CAN I TELL AND DEMONSTRATE THE QUALITIES OF THE CONTENTS OF A PACKAGE OF PAINT OR VARNISH WITHOUT OPENING THE TIN"?

Answer:

SEE THAT THE LABEL BEARS THE NAME OF

The CANADA PAINT COMPANY Limited

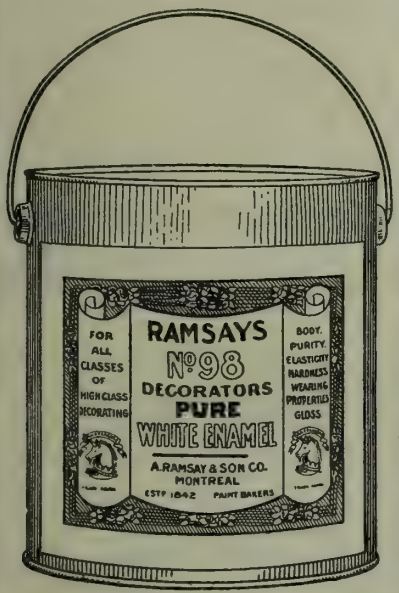
THAT IS QUITE SUFFICIENT AND IS A GUARANTEE THAT THE CONTENTS OF THE PACKAGE ARE THE FINEST PROCURABLE.

Pure White Enamel

At this season of the year when houses have been closed in, and outside building operations finished, a great deal of inside painting is being done.

When you are asked for a thoroughly reliable, pure white enamel—not just ordinary white—but a thoroughly reliable one, what do you do about it?

Here is the way to answer the question. Hold up a can like this.



You can do it without fear of contradiction, that no better enamel is made in Canada or imported into this country. The price is reasonable for that quality, and anyone who has used it will say it is cheap, because the quality remains long after the price is forgotten.

Ask us about it.

A. Ramsay & Son Co.

Established 1842

The Paint Makers

MONTREAL

Honest Paint

is the kind every hardwareman wants to handle.

And you, Sir, have solved this problem if you are selling

New Era Paint

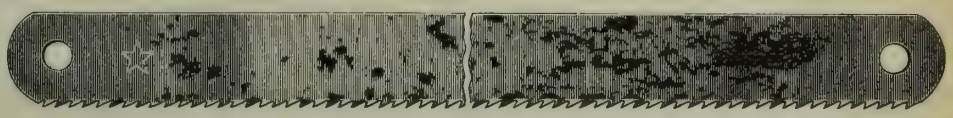
the kind which covers more surface, holds its color better and lasts longer than any other prepared Paint.

Write for details and prices No paint holds out more possibilities for you.

Standard Paint and Varnish Works Co., Ltd.

Windsor, Ontario

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

IN 18 SHADES

TRADE KLEARTONE MARK.

STAINS

OIL - SPIRIT - ACID

have been brought to a high degree of perfection, developing and enhancing the beauty of the wood over which they are applied.

They are uniform in shade and easily applied. Will not affect the drying of succeeding varnish coats.

Are you stocking this profitable line? Write for literature and prices.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York Chicago London Berlin Brussels

N.B.—ALL GOODS ARE SOLD IN IMPERIAL MEASURE PACKAGES. 2379

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING

ALSO

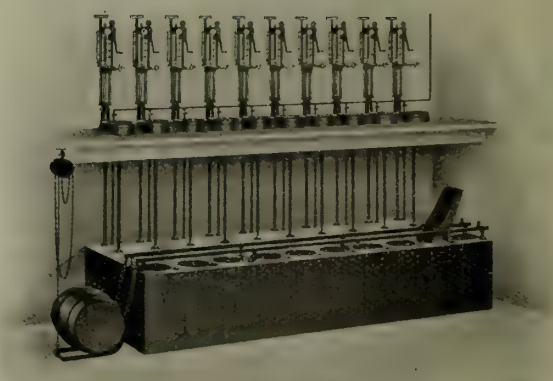
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your enquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY

Toronto, Ont.

Glidden

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co, Ltd., Toronto, Canada	"Devolite
Stewart & Wood. Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y

THE

HULL & LIVERPOOL RED OXIDE CO. LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

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AGENTS FOR U.S.A.:

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Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues
Fine Leaf Glues
Town Glues, Medal Glues
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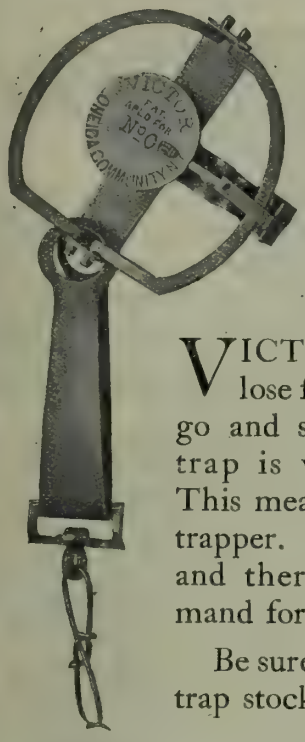
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Niagara Falls, Ont.

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IS THE BEST
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The L. MARTIN CO.
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Highest Standard Lampblacks
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Brantine Architectural Finishes give the Architect, the Householder and the Varnisher satisfaction. The Hardware Dealer can make a handsome profit when selling them.

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It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

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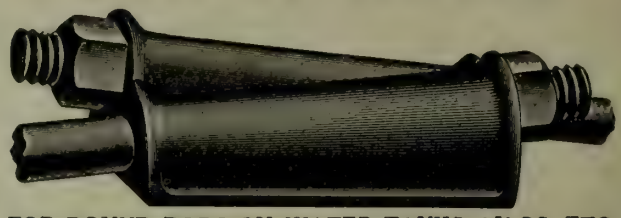
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How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

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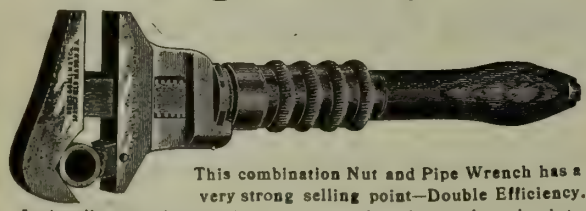
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is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

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QUICK, CLEAN, HANDY

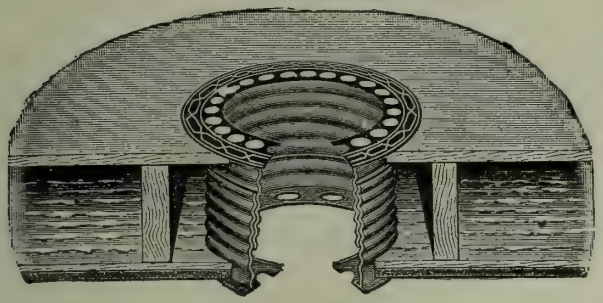
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¼-lb. tins—3 doz. in case.

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CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



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Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

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Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

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It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

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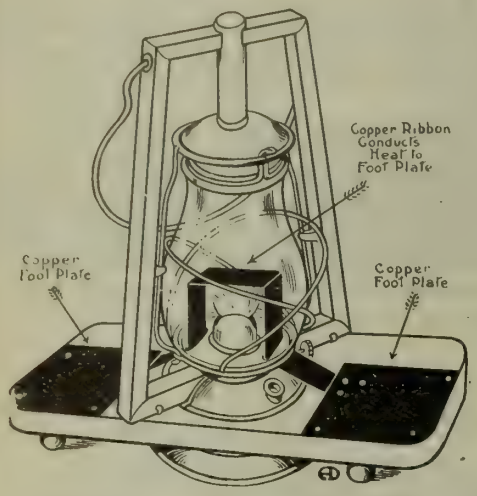
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Something NEW to show your customers that they will buy and be pleased with.

ECONOMICAL AND CANNOT DAMAGE THE ROBES.

SCIENTIFICALLY DESIGNED
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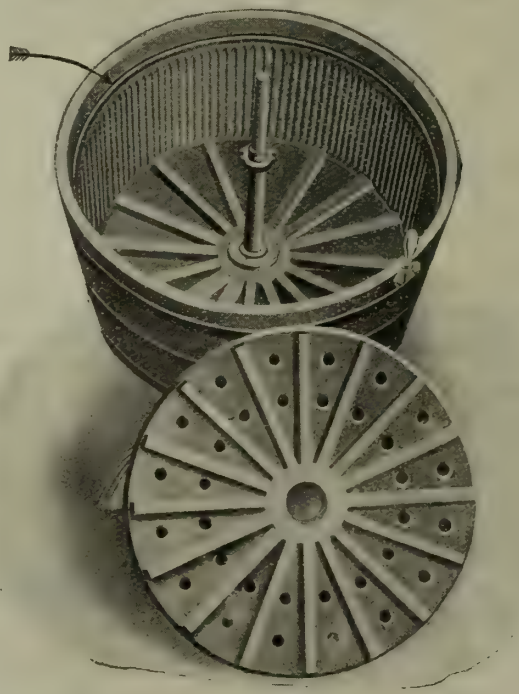
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Manufactured by

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Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are
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No other machine is or can be constructed like it.

There is really an immense difference between the
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Some Lines Manufactured at Hamilton, Can.



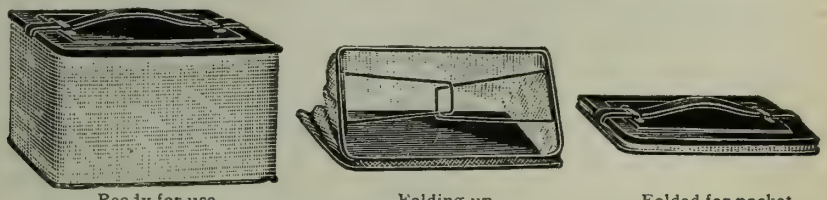
The "Horse's Friend" Curry Comb.
Packed 1 doz. in cardboard box.



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Diameter 5 inches; ½ doz. in a bundle.



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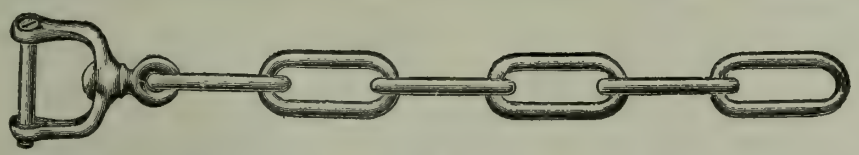
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The "Ehle's" Folding Lunch Box.
Papered 1 doz. in a parcel, and packed 1 doz. parcels in a wooden box.

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Electric Welded



Highest Quality

THE QUESTION OF QUALITY

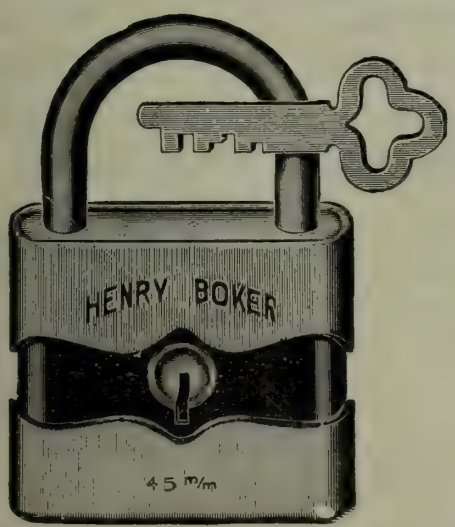
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We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Everyone guaranteed to give entire satisfaction.

Also a complete line of strictly high-grade Locks, such as:

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FOR LUMBERING AND MINING CAMPS

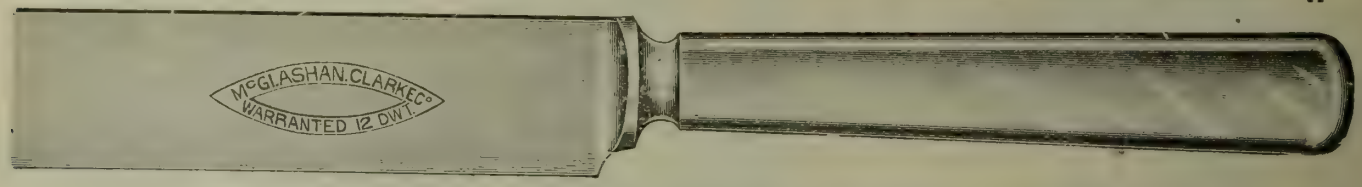
You will find a strong and profitable seller in our

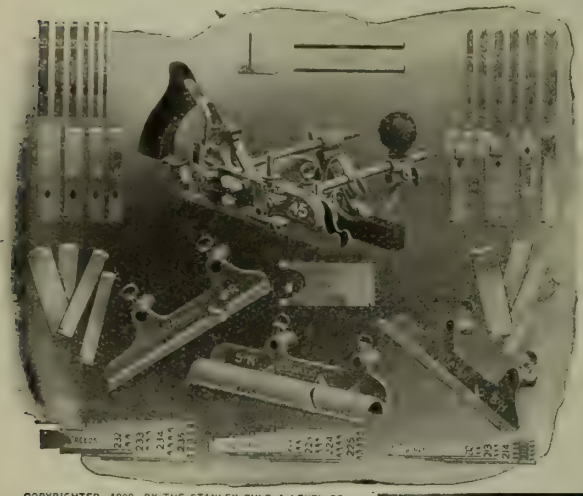
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They are very heavily plated with pure nickel and exceptionally durable. Get our complete catalog.

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Agents J. Mackay Rose, 88 McGill St., Montreal, Que.; N. F. Gundy, 61 Albert St., Toronto, Ont.; David Philip, 291 Portage Avenue, Winnipeg, Man.





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"45"

Seven Tools in One

1.—Beading and center beading Plane, 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms. Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

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Maxwell's Latest

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

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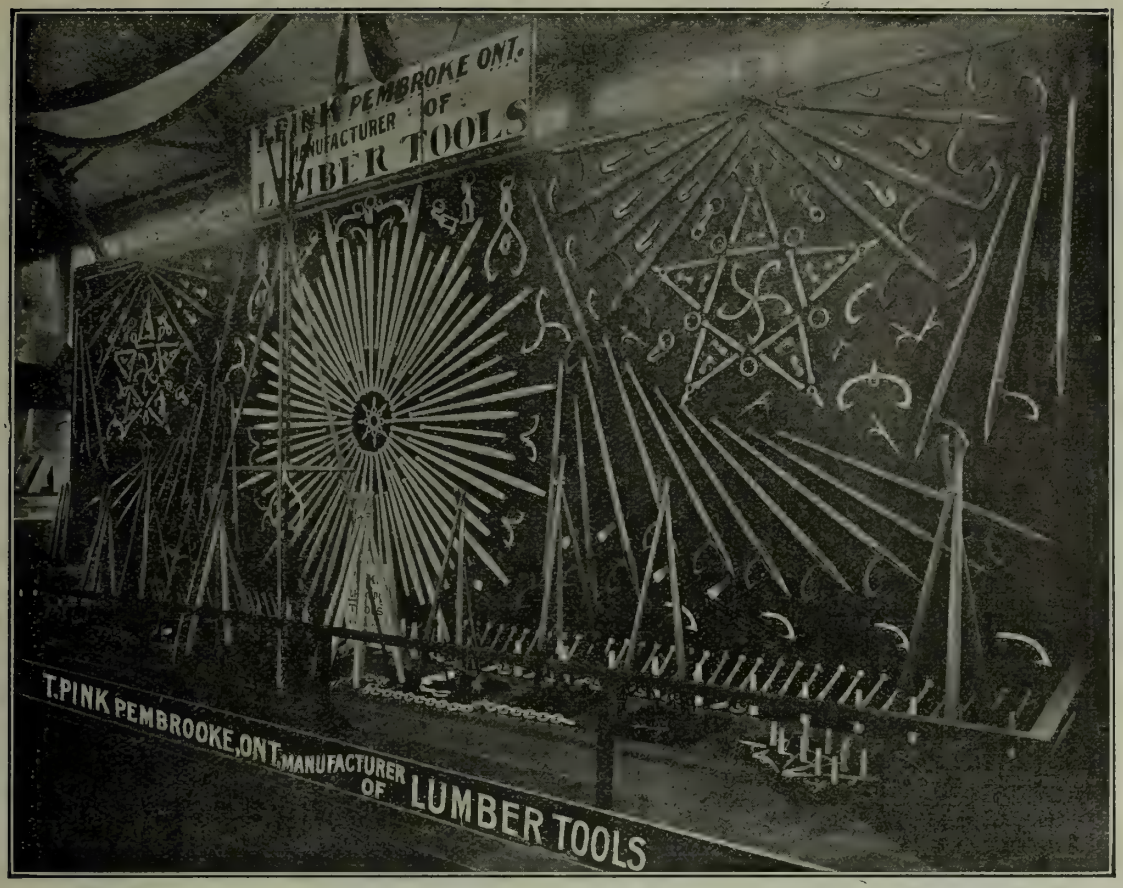
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This line pays big profits to men who get out and hustle for business. And it is easy to sell—so full of selling points. It appeals to people on the ground of Health, Economy, Beauty and Protection from Fire. Our catalogue will give you an idea of the extensiveness of our range and the beauty of our designs. Write for a copy.

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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

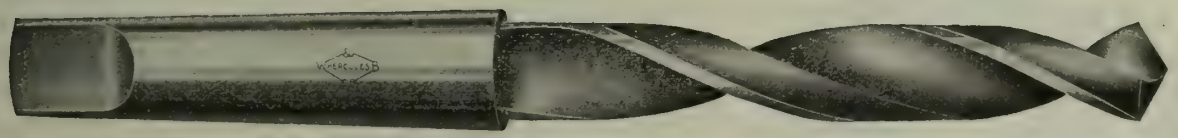
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness

It will take an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

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We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment.

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ST. CATHARINES, ONTARIO

THERMO WAHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

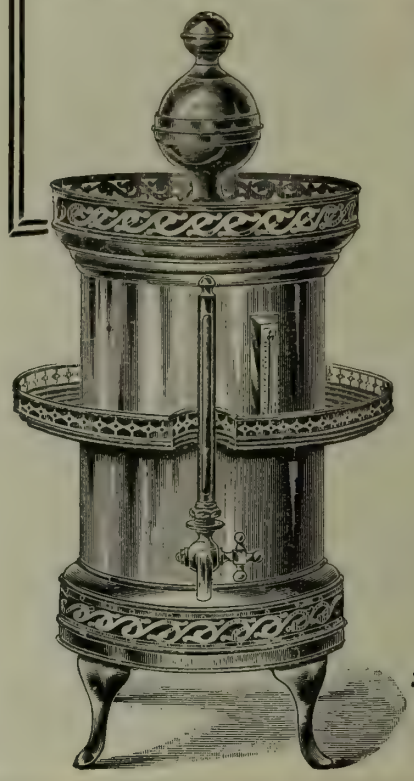
The London Foundry Co., Limited

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Get Busy

after the Hotel, Restaurant and Boarding House Proprietors of your district and fill their requirements in

HOT WATER, BAR and TEA or COFFEE URNS.



We manufacture an excellent line of these goods, nickel-plated on copper, with tumbler warmer, globe funnel thermometer and glass gauge cock.

Write for Illustrated Catalogue.

The BUFFALO MFG. CO.
Buffalo, N.Y.

Canadian Representatives:
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"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

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THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW

This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

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THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

THOMPSON & GUNN

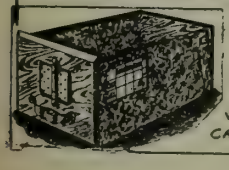
Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
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Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
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AN ALL-YEAR ROUND SELLER!

Western Agents
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Winnipeg - - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

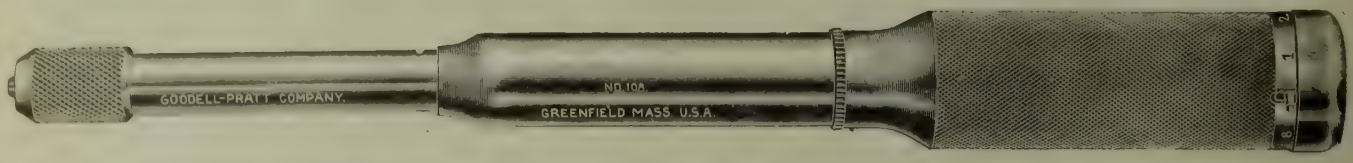
They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg Co. Ltd.
WOODSTOCK, ONTARIO

PROFITS ARE GOOD IN TOOLS



Goodell-Pratt Tools

They are profit-winners for dealers; they are handsomely designed and handsomely finished.

They will bear close examination by your most critical customers; the mechanical ingenuity and high grade of workmanship put into them are unsurpassed.

You can talk quality unreservedly.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

A High Grade Babbitt Metal



At A Moderate Price

"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

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To the Manufacturer or Wholesaler——

If it were possible to employ a traveller who could call on thousands of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth $200, $300 or $500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in this paper with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make thousands of calls a week for you at a salary of $4 to $8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke.

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary. Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

Two Trade Bringers You Should Have on Your Shelves

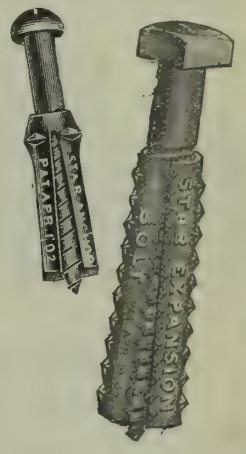
It is not wise to experiment with or handle a cheap **unadvertised** line of goods. Experience has undoubtedly taught you this. Advertised products stimulate trade in other lines.

STAR EXPANSION BOLTS

and

STAR SCREW ANCHORS

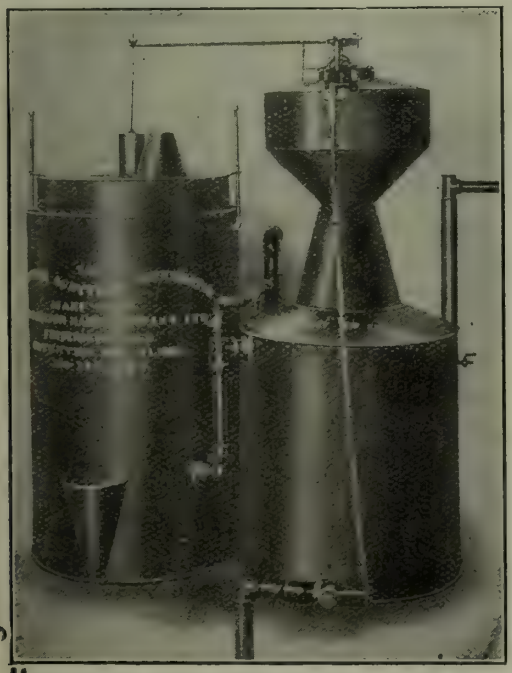
are advertised extensively in 70 of the best class Trade and Mechanics' Publications in this country. The advertising of Star Products not only increases their sale but aids materially in helping you dispose of other stocks. We have letters from the largest Hardware merchants in this country voicing approval of the quick selling qualities of Star Products. We have a special favorable dealers' proposition to offer you, together with our new catalogue number 36 and some free samples. Drop us a postal.



Star Expansion Bolt Co.

Catalogue Department 36

147-149 Cedar St., - New York City



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company

FREDERICTON, N.B.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

WHEN IN THE MARKET FOR

Brooms

write us for prices. You will always find our goods reliable and prices right.

All Brooms made of this season's crop.

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt **JOLIETTE and CYCLONE Sheathing.**

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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TALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 23
Tubing, iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per	100 lb.
Casting ingot	13 50	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14x48", 14x60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 75
All bright, 52 sheets	3 70	3 75

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 21
Wiping	0 18½	0 19½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 00	5 75

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$37 00	37 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$5 50
I X, 14x20 base	6 50
I X X, 14x20 base	7 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. 14x60, " }	6 75
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14. $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No 19, $2,70; 6 wire solid line, No. 17 $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

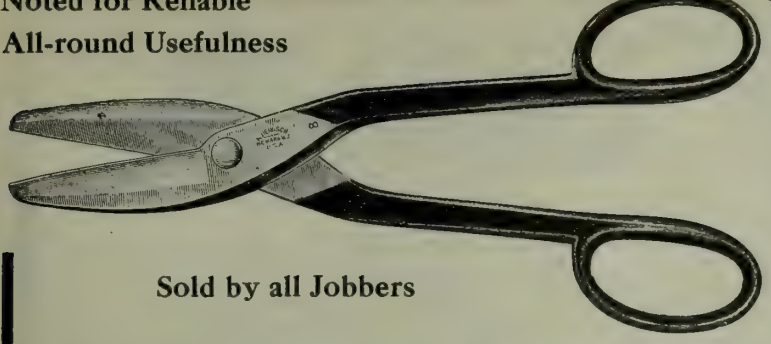
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.3 ; No. 23, $7.6 ; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire. Nos. 17-25, $2; Nos 6-31,1 04 Nos 30-34, $6 Coppered, 75c; oiling, $c; in 25-lb. bundles, 15c ; in 5 and 10-lb bundle;; 25c ; in 1-lb hanks, 25c ; in ½-lb hanks, 38c , in ¼-lb. hanks, 5Cc ; packed in casks or cases 15c.; bagging or papering, 10c

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb. "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 90
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 18½	
Benzine, per gal single bbls	0 16½	
Turpentine, single barrels	0 99	1 01
Linseed Oil, " raw	1 08	1 07
" " boiled	1 11	1 10
Rosin, "G" grade, 100 lbs. bbl. lots	3 25	

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		2 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastillite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Canada Paint Co's. white enamel		3 50
Canada Paint Co's sun varnish		2 25
" Kyanize" Interior Finish		2 40
" Flint-Lac." coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 35

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent.

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.

CONGO
NEVER LEAK ROOFING
The NEVER-LEAK GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

FREE SAMPLE

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by writing to-day for a Free Sample. As to its wearing properties—we guarantee them. Can any reasonable man ask more?

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 10 lbs	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

600 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60 1 70
White Bros. English	2 00 2 05
"Lafarge" cement in wood	3 40
Fire brick, Scotch, per 1,000	23 00 "3 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 h, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	2 00
" " ¾ " "	10 00
" " ¾ " "	15 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—under 12 in. per 100 lb.	4 50
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—⅜ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz	0 40 0 75
Mincing knives per doz	0 50 0 90
Potato mashers, wire, per doz	0 60 0 70
" wood "	0 50 0 60
Vegetable slicers, per doz	2 25
Universal meat chopper No. 1	1 15
Enterprise chopper, each	1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5 10; do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50. ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 5 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto



TINNERS' SNIPS

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs	1 40

SASH CORD.

No. 8, per lb. 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

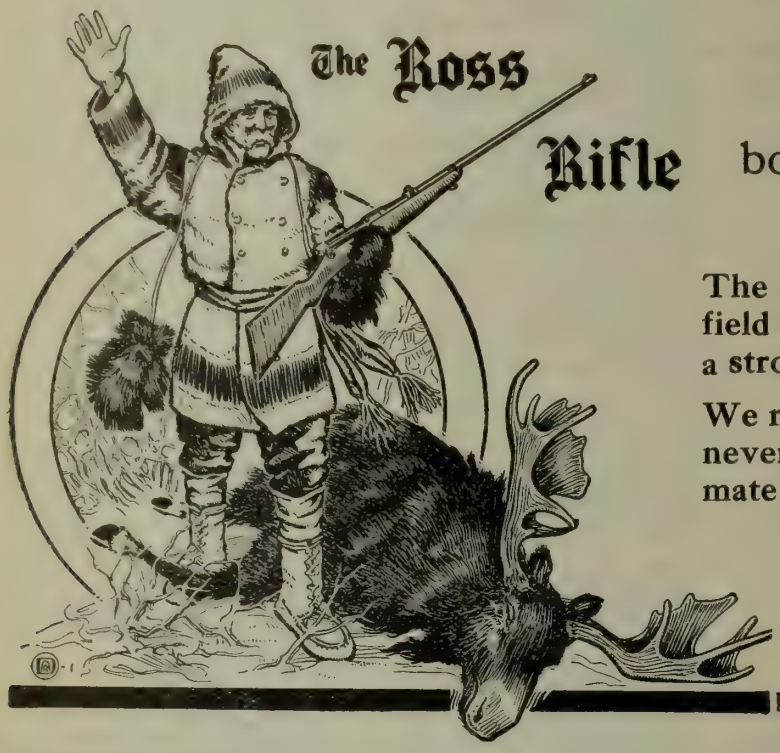
WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
Vancouver—George W. Laidlaw Winnipeg—Harry F. Moulden

YOU NEGLECT YOUR PROFIT

If you have not an assortment of



The Ross Rifle both Sporting and Military Models

The good work on the ranges and in the field which Ross Rifles have done has created a strong and growing demand for them.

We refer inquiries to the nearest dealer and never quote trade discounts except to legitimate dealers.

Write for Catalogue and Discounts

ROSS RIFLE CO.

QUEBEC, P.Q.

It is to Your Advantage to Carry a Stock of

Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

WELL SEASONED — WELL BALANCED — WELL FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others.

Our brands are:

"Empire," inferior only to our "Special;" and **"Imperial,"** a very good all-round stick. **"Champion"** is a boy's stick.

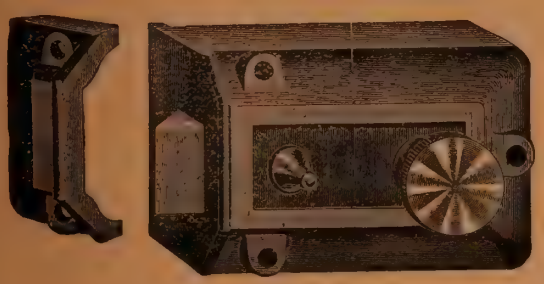
Send for full particulars.

J. H. STILL MANUFACTURING CO. Limited

St. Thomas, Ontario

How Are You Off for Locks?

We have a full range of rim and mortise locks, and of inside, front, and store door sets. Restock your shelves with our goods. They are just what you want and never fail to satisfy.



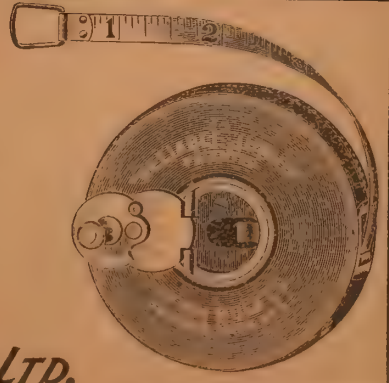


Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co operation.

SOLD BY ALL GOOD JOBBERS

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

SEND FOR CATALOGUE

Est. 1868 — Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve — Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Take a look



This is the Trade Mark on a Hockey Stick that is your guarantee of quality.

Our sticks are made from selected second growth rock elm only, and are thoroughly seasoned.

Salyerds' Hockey Sticks

are favorites with leading hockey players throughout the Dominion, and should certainly have a prominent place in your stock this Fall

Send your order along without delay.

E. B. SALYERDS

PRESTON, : : : ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 22, 1910 NO. 43

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"FLEUR DE LIS"

FLEUR DE LIS

Galvanized Iron

The peer of any; and better than most.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co Ltd.
Montreal
Managers Canadian Branch



"T. F." Quality

means the guarantee of every outfit, and every article coming from our factories. You are not speculating when you order the—

MONARCH
COBBLER OUTFIT

It is indispensable in the home, and contains everything needed to repair boots, shoes, harness and tinware.

The Taylor-Forbes Co., Ltd.
Head Office and Works
Guelph :: Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Index to Advertisers—page 70-71.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

OUR alarm movement is the *lightest running* made.—It revolves on wire pivots, 21 thousandths of an inch thin. It's as *frictionless* as can be turned out.

When you mount it in cast iron *armor,* you combine the *easiest running* movement with the most effective *shield* known—and you have the IRONCLAD.

It's the *longest lived* and most *punctual* alarm it's possible to make. If it's *cleaned* every other year, there's no telling how long it will last.

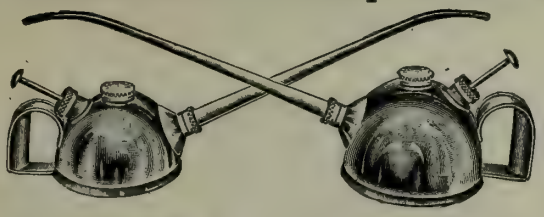
Height 5 inches. Dial 2¾ inches. Weight 2½ lbs.
Rings 35 seconds; can be shut off at will.—Display boxes sent upon request.

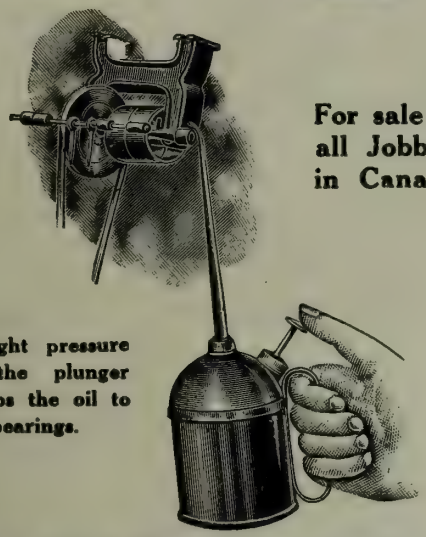
Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Sell the Players' Favorite

hockey stick—the stick with a reputation for the utmost reliability. That is

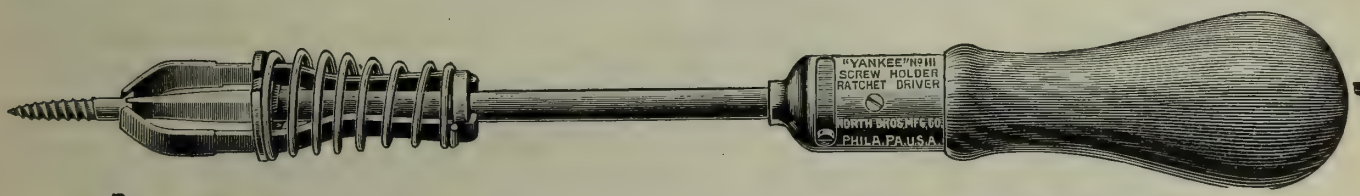
STILL'S "SPECIAL" HOCKEY STICK

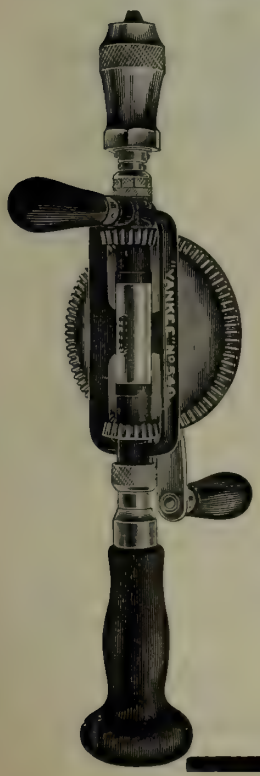
Made of second growth rock elm, well seasoned, rightly balanced and splendidly finished.

And to meet all demands, stock these: "EMPIRE," next to our "SPECIAL," the best stick made. "IMPERIAL," a good all-'round stick at a moderate price. "CHAMPION," the stick that pleases the boys.

PRICES AND DISCOUNTS ON REQUEST

J. H. STILL MANUFACTURING CO. Limited
St. Thomas, Ont.





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG

IF YOUR COMPETITOR—WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send you advertising matter with your imprint, free of expense? Have your Jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

NORTH BROS. MFG. COMPANY
PHILADELPHIA, PA.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled. The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Send for special prices on car lots or season's requirements. Also ask for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

Made in Canada



The world's best gun

Tobin Simplex Guns

BUSINESS plus PATRIOTISM—

All things being equal, the average citizen would prefer to buy goods of home manufacture. This is one of the many reasons why you should be selling Tobin Guns. You cannot get, anywhere in the world, better guns—grade for grade—than Tobin Guns. The Simplex Action in the Tobin Gun contains fewer parts than are usually found in guns of the hammerless type and every part is fitted with absolute accuracy. With every Tobin Gun you sell goes our unrestricted guarantee of enduring efficiency.

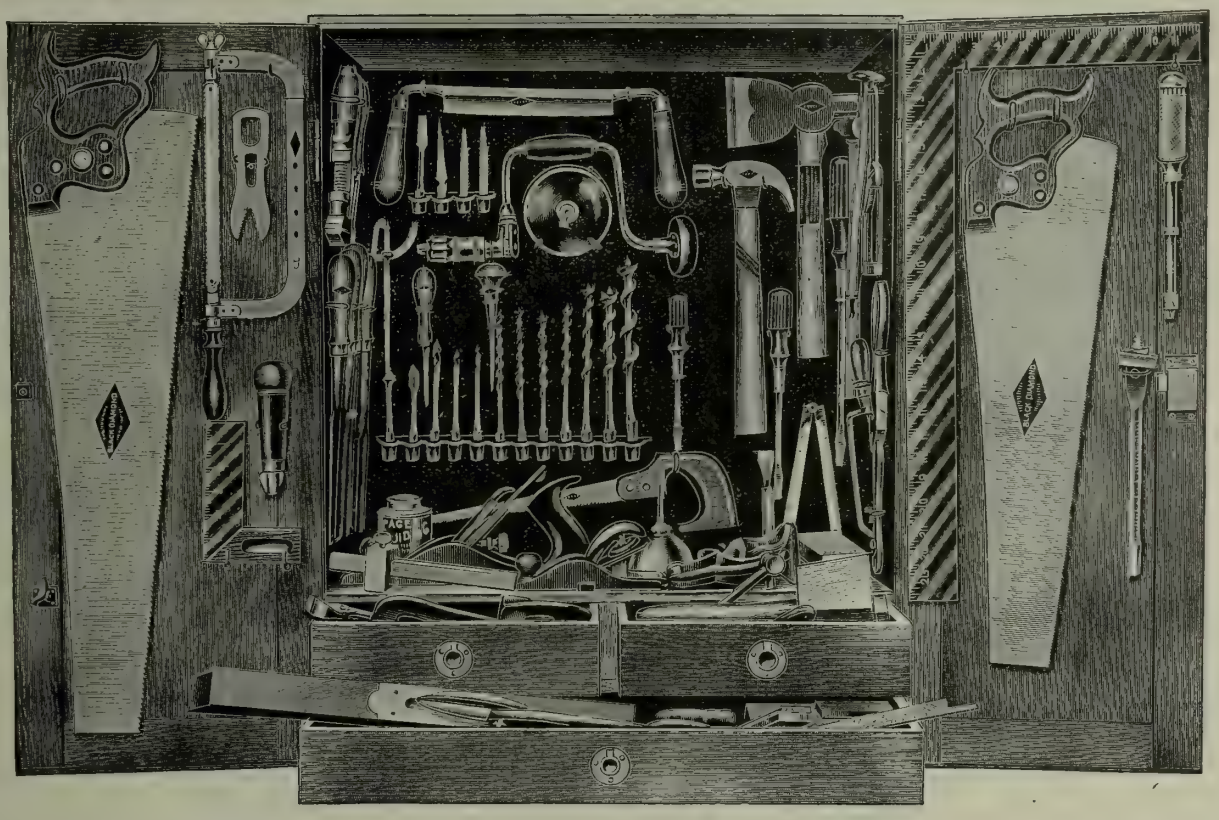
WRITE TO-DAY FOR OUR CATALOGUE AND PRICE LISTS.

Tobin Arms Manufacturing Co., Limited
WOODSTOCK, ONTARIO

Tool Cabinets for the Holiday Season

OUTSIDE

32" high
26" wide
10" deep



INSIDE

30½" high
24½" wide
8½" deep

No. 11 BLACK DIAMOND TOOL CABINET

The above illustration is our No. 11 Black Diamond Cabinet. It is made of heavy oak, best finish, and the highest grade throughout and is fitted with 86 of the Best Quality Tools. We have these Black Diamond Cabinets at all prices ranging from $9.00 to $55.00 (retail prices.)

INDIANA Tool Box

Our Indiana Tool Box is a medium priced article and all the Tools illustrated are of a good fair quality. This is a popular priced Box, and will sell wherever it is shown.

Send for catalogue illustrating our entire line.



And at
OTTAWA
TORONTO
VANCOUVER

LEWIS BROS., LIMITED

Exclusive Distributors of Black Diamond Cabinets and Tools

MONTREAL

Before Placing Your Fall Order

——for——

"Low Moor" Iron
Norway Iron
Swedish Iron
Common Iron
Hoop Iron

Angle Iron
Band Iron
"Banner" Tool Steel
Cold Drawn Steel
Spring Steel

Machinery Steel
Tire Steel
Canada Plates
F. & W. Best Steel Sheets
Russia Iron

SEND US YOUR ORDERS

OUR PRICES ARE RIGHT

CONSULT OUR PRICES

We are Prepared for a Busy Season. Send us Your Orders for Prompt Execution.

Our Specialties:

LIGHT STEEL CHANNELS. Stock Sizes.

3-4 in. x 3-8 in. x 1-8 in.
1 1-4 in. x 1-2 in. x 3-16 in.
1 3-4 in. x 1-2 in. x 3-16 in.
1 in. x 3-8 in. x 1-8in.
1 1-2 in. x 1-2 in. x 3-16 in.
2 in. x 9-16 in. x 3-16 in.
2 1-2 in. x 5-8 in. x 3-16 in.

SMALL STEEL TEES. Stock Sizes.

1 in. x 3-16 in.
1 1-2 in. x 1-4 in.
2 in x 1-4 in.
1 1-4 in. x 3-16 in.
1 3-4 in. x 1-4 in.
2 1-2 in x 5-16 in.
3 in. x 3-8 in.

We Ship Promptly. **Ask our Travellers to quote you prices.** **We Ship Promptly.**

FROTHINGHAM & WORKMAN, Ltd.

F. & W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

Caverhill Learmont & Co.,

Community Silver

In Quarter Cut Oak Chests





FLOWER de LUCE.

For presentation purposes "COMMUNITY SILVER" is as Standard as Sterling---it has the heaviest plate of pure silver, each piece has style and individuality of its own.

We put up any of the four handsome designs shown here, in our beautiful satin-lined oak cases, at prices from $60.00 per set and upwards.

Our General Catalogue Shows Full Line.

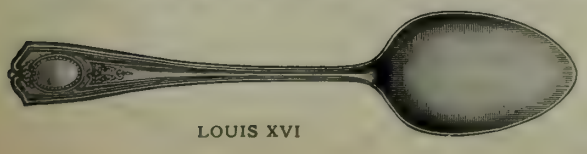


AVALON.

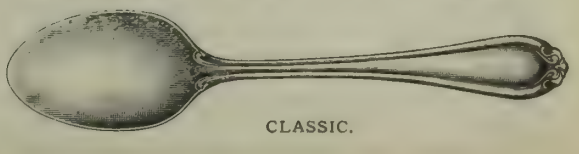
WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

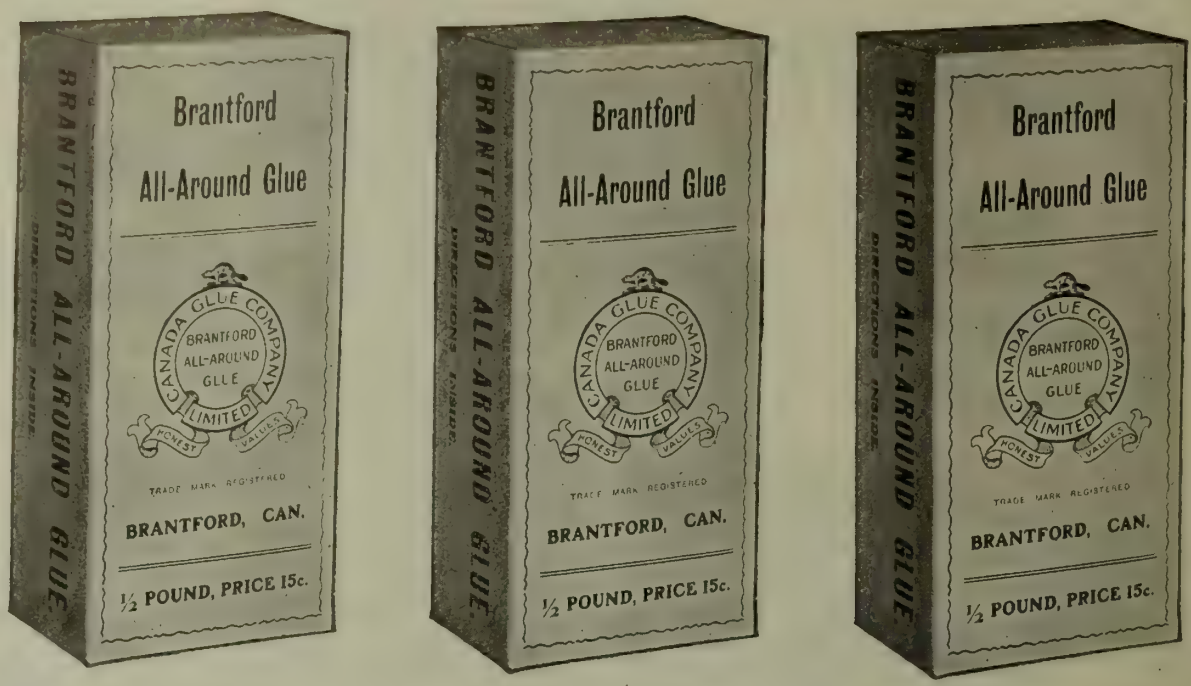
Montreal and Winnipeg



LOUIS XVI



CLASSIC.



Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes
(Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

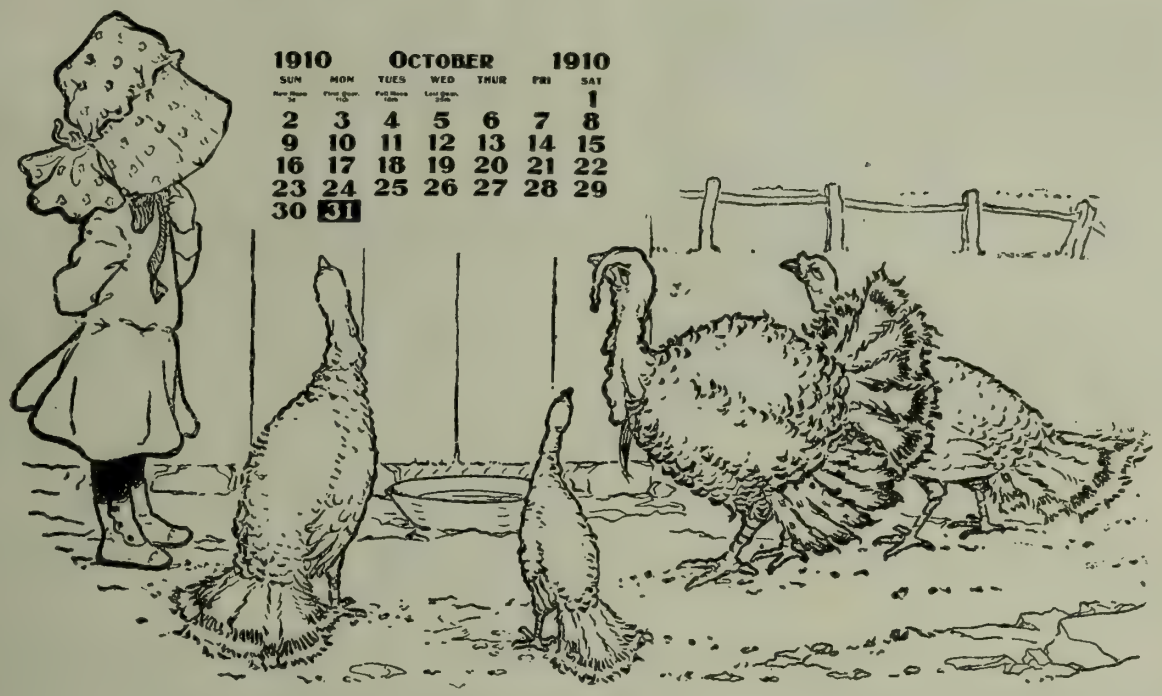
DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

Thanksgiving Cutlery



You may as well have the cream of the trade in Cutlery, and you can very quickly get it by featuring the

Joseph Elliot & Sons'

line and making the fact known by good display advertising. Many of your customers already know the reputation and quality of Joseph Elliot & Sons' Cutlery, but they need reminding.

The sooner you put the stock in evidence now for Thanksgiving, the better. We're abundantly ready at this end for making prompt shipments.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTT HINGES

A MERCHANT in one of the most progressive towns in Western Ontario writes us (unsolicited) that the carpenters always look to see if the Crescent Brand is on the Butts and if not they won't use any other make.

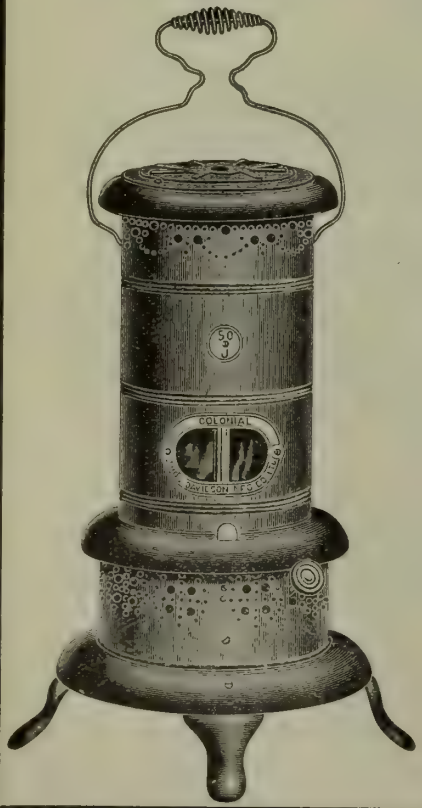
LIKELY your Butt and Hinge business is not as large as it might be and

Perhaps that is the reason

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated) - -	19 lbs.
Height (bail down) - -	25 inches
Diameteter of base - -	17 inches
" " upper drum -	8¼ inches
Capacity of fount - -	1 gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

THE DISSTON SAW
A Triumph of Organized Skill

A writer in the October number of the Railroad Man's Magazine says :—

"Times have changed. In pioneer days we took the large-bore shotgun and bagged all sorts of game because it scattered, and we could not miss. Now, if we scatter, we are likely to get something we do not want, and muss up the sport besides.

The mechanic and artisan become skilled by one particular movement. A thousand bits of special work contributed to the aggregate produce a finished article that is the wonder of the world.

No one man can build it all. Every man gives the best of himself to a single one of the thousand parts. When assembled the product is the highest possible attainment of the human head and hand."

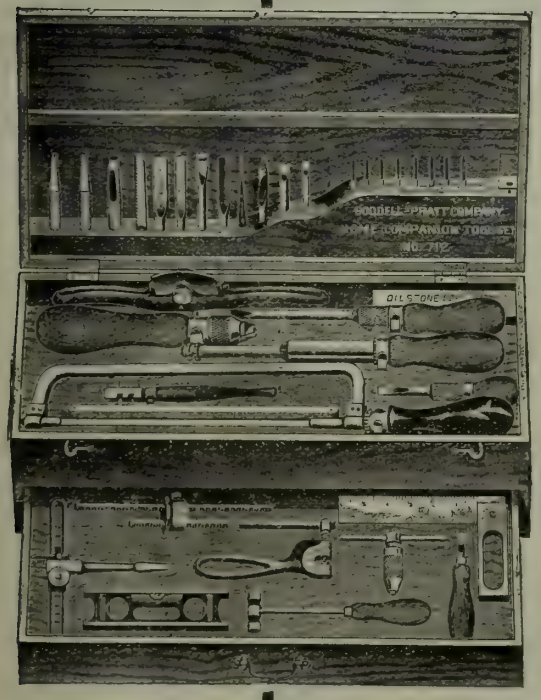
Had this been written to describe the reason for the superiority of the Disston Saw it could scarcely have come closer to the mark.

It is because of the superiority of each individual piece of workmanship that goes into a Disston Saw that "the product is a wonder of the world."

Some of the men whose efforts go toward establishing the highest known standard of efficiency have been with the Disston Works for many years. Others have been employed from time to time because of their special ability in certain departments.

Not one man—not primacy in the field—not alone the experience of three-fourths of a century—but ORGANIZATION-EFFICIENCY is the result of the leadership of Disston Saws, so consistently maintained.

HENRY DISSTON & SONS,
INCORPORATED
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, Pa.
Canadian Works:—Fraser Avenue, TORONTO, Canada



DON'T FORGET

There is always a sale, and particularly at this season, for such sets of tools as these.

GOODELL-PRATT HOME COMPANION TOOL SETS, composed exclusively of tools of the well-known Goodell-Pratt make, will sell quickly and pay a most comfortable profit to those dealers who make a push to secure this business.

DON'T FORGET IT

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPE Linen and Steel

TRADE J C MARKS

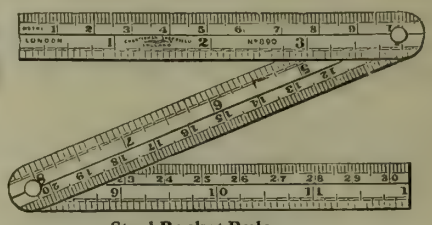
CONSTANTIA J C

TRE BLE



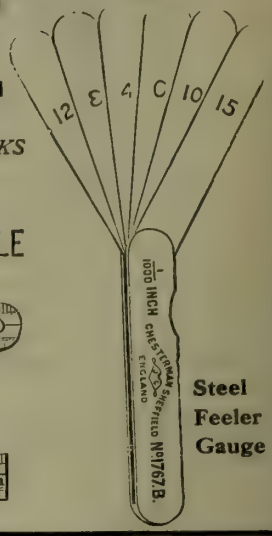
For Prices, Catalogues, etc., apply to

F. H. SCOTT; 120 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



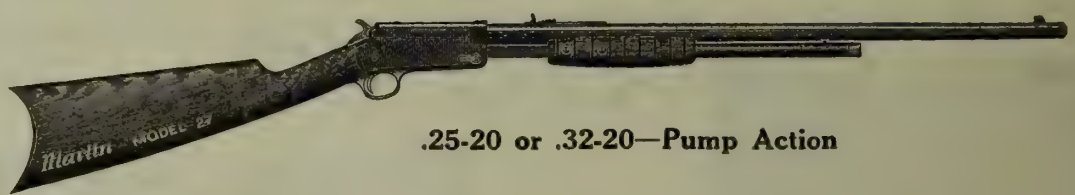
Steel Feeler Gauge



New *Marlin* Model 27



The best selling Rifle brought out in years. It's the only gun in the world to fill the big demand for a pump action repeating rifle in .25.20 and .32-20 calibres.



.25-20 or .32-20—Pump Action

Here's a rifle especially adapted to your trade. Made in the popular .25-20 and .32-20 calibres, for black, low pressure smokeless and high velocity smokeless loads—guns of power and range, yet safe to use in settled districts. No other rifle of these calibres has the popular, quick handling pump action. It has the solid top and side ejection—the sign of a modern gun. All Model 27 rifles are take-down; all have Special Smokeless Steel Barrel; all have Rocky Mountain Rear Sight and Ivory Bead Front (the best set of sights ever regularly furnished on any repeater). For these exclusive features there is no extra charge.

Remember the **trombone action** and **Special Smokeless Steel Barrel** cannot be obtained in any other rifle of these calibres at any price; the **take-down** feature and **Ivory Bead Sight** are never furnished in other .25-20 and .32-20 repeaters except at an additional charge; the modern **Marlin solid top and side ejector** cannot be duplicated in any other make of .25-20 or .32-20 rifle.

Don't wait until your competitor sells **your** customers. **You** could sell a dozen of these rifles this season if you had them. Better order a few to-day from your jobber. They sell quickly and **there is a good profit for you.**

Write us for catalogs, price lists, circulars, etc., of Marlin repeating rifles and shotguns, Ideal re-loading tools, hand-cuffs, etc.

The Marlin Firearms Co.

91 Willow Street - New Haven, Conn.



Drive Home Our GILLETTE Advertising!

THERE'S MONEY IN IT

Like ripened apples on a tree, GILLETTE business is waiting all around you.

Every day thousands of men (and women, too) are reading GILLETTE advertisements in the newspapers and magazines. Every day thousands of enthusiastic GILLETTE users are telling their friends the advantages of "the razor of to-day."

The natural result is that hundreds have made up their minds to buy a GILLETTE---some day.

But apples, even in the picking season, rarely drop into men's pockets or cellars. The man who gets them is the man who hustles out and picks them.

So the GILLETTE business, even when it's briskest---and that's from now till Christmas---goes only to the dealer who **drives home** and **clinches** our advertising---who makes his store the GILLETTE headquarters for his town.

He puts up the "GILLETTE Depot" Signs, trims GILLETTE window and counter displays. But he does more. He puts the skilled salesmanship of himself and his clerks behind the GILLETTE. At every opportunity they deftly draw attention to the fine points of the razor---to its convenience---its comfort---its splendid finish. They suggest the GILLETTE as a Christmas present, and many a puzzled shopper thanks them for the suggestion.

That's the kind of salesmanship which makes a store successful. The GILLETTE pays a good and protected profit---it delights the purchaser---and establishes a regular trade in blades.

How about your Christmas stock? If you haven't a good assortment **order at once** to insure delivery in time. Even now we are having to work overtime to keep up with orders.

The Gillette Safety Razor Company of Canada, Limited

Office and Factory, : : : 63 St. Alexander St., Montreal

Gillette Safety Razor

NO STROPPING NO HONING

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW



This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

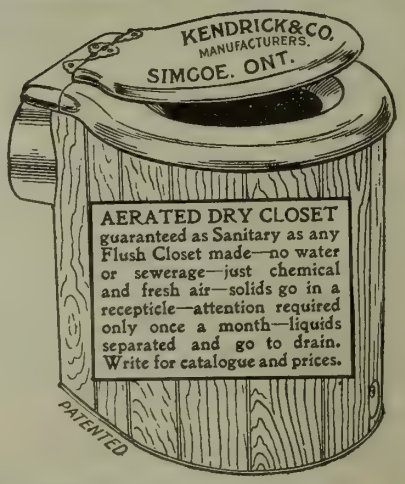
THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

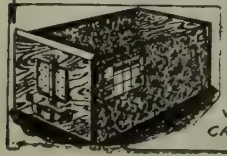
Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.



Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto



CAMPBELL'S XXX CHOPPER

Pays the Jobber to handle

Quick seller for the storekeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.

Sole Makers XXX Chopper
ST. JOHN, N.B., CANADA

TRY A

CONDENSED AD.

IN THE

HARDWARE AND METAL.

We help you take orders for

"Brantford" "Roofing"

We conduct big advertising campaigns, send samples of roofing and booklets to prospects. On request from a dealer we will write personally to any prospects and lend him vigorous assistance to help secure the orders. We are loyal to the trade in every way. Get the Brantford Roofing Agency, and you'll make money.

BRANTFORD ROOFING CO., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:
The GENERAL SUPPLY CO., of Canada, Limited
356-360 Sparks Street, Ottawa, Ont.
Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co., of Canada, Limited

SPECIALISTS

The Value of Quality

The modern understanding of the word QUALITY, according to the Standard Dictionary, is SUPERIORITY.

QUALITY also implies MERIT, GENUINE WORTH. It suggests INDIVIDUALITY. It embodies CLASS, and sets a STANDARD.

QUALITY in our goods is the result of the union of the BEST MATERIAL obtainable, the WIDEST EXPERIENCE, the LARGEST FACILITIES, and the MOST APPROVED METHODS.

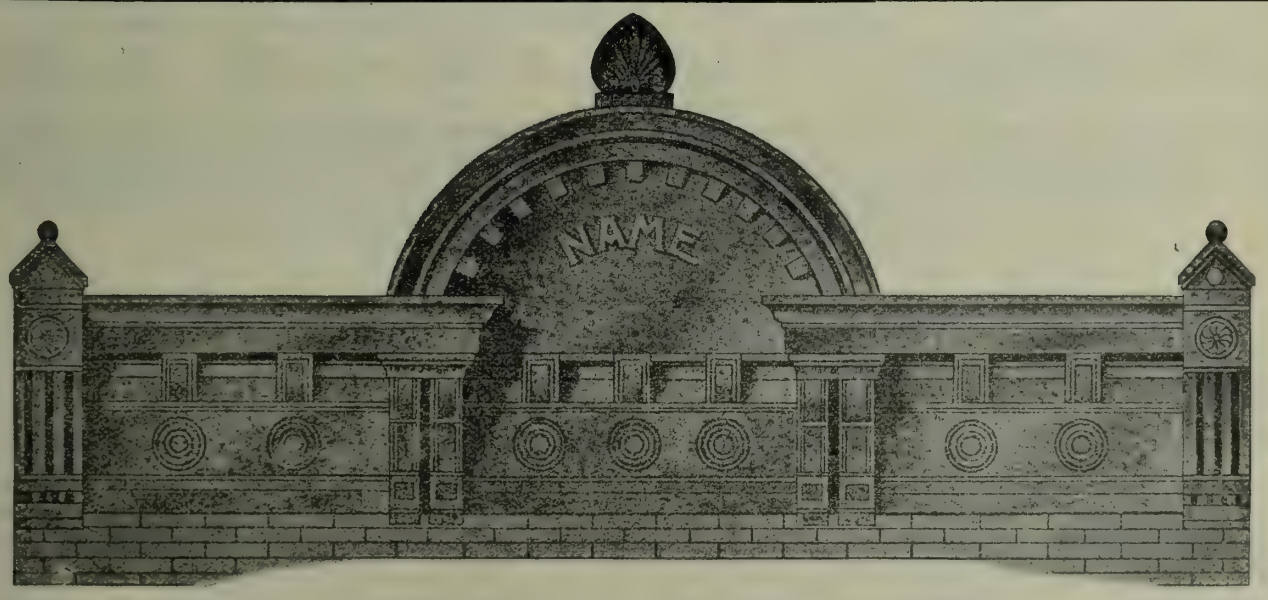
The foregoing have placed us in the FRONT RANK as manufacturers of goods of STERLING MERIT.

Every dealer should insist that his jobber supplies the ST. MARYS HOCKEY STICK, because it looks well, sells well, and lasts well.

WRITE FOR DESCRIPTIVE PRICE LIST—JUST ISSUED—TO THE

St. Marys Wood Specialty Co., Limited

ST. MARYS, - - - - - - - - ONTARIO
Branches: Montreal and Winnipeg



Send Us Your Cornice Orders

We make a specialty of Galvanized Iron Cornices and Ornaments.

"Galt" Cornices and Skylights are turned out on a 1909 model Ohl Power Press under the supervision of the man whose work took highest awards at Paris, 1900, and St. Louis, 1904.

Properly made Cornice is 25% easier to erect than ordinary stuff.

Deliveries prompt. Prices right. Let us quote you on your requirements in Cornices or Skylights.

The Galt Art Metal Co., Limited - Galt, Ontario

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONATRIO

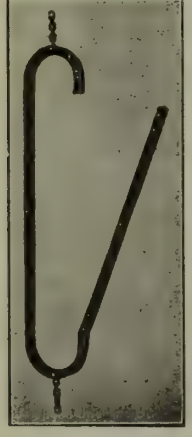
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending CLOSED

Automatic Vacuum Cleaners



"Automatic" Hand Power

Can be rented out by the day during house-cleaning time, and pay for themselves in a very short time. Some dealers have made as much as $60.00 in a season on one single machine. By this method you can also make many sales. Our "Automatic" Hand Power Machine is positively so superior in power, durability and simplicity of construction that it is in a class by itself. "Blows" as well as "Sucks."

Retail Price - - $25.00

To dealers we make a price of $18.00 each, f.o.b. Berlin. Every machine fully guaranteed. Wire or phone your orders at our expense.

Send for our booklet and full particulars, which tells all about our Hand Power and Electric Vacuum Cleaners.

Onward Manufacturing Company - Berlin, Ont.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

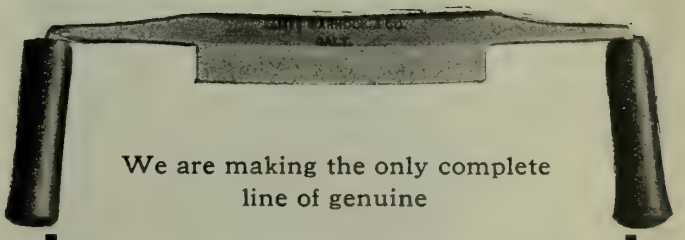
The Owen Sound Wire Fence Co., Limited

Owen Sound, Ontario

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.





We are making the only complete line of genuine

Sheffield Steel
Edge and Lumbering Tools

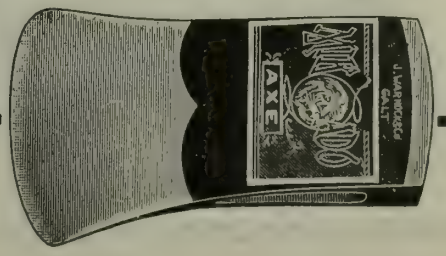
produced in Canada. The quality and finish of these tools are not excelled by any line made in the world.

SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co.

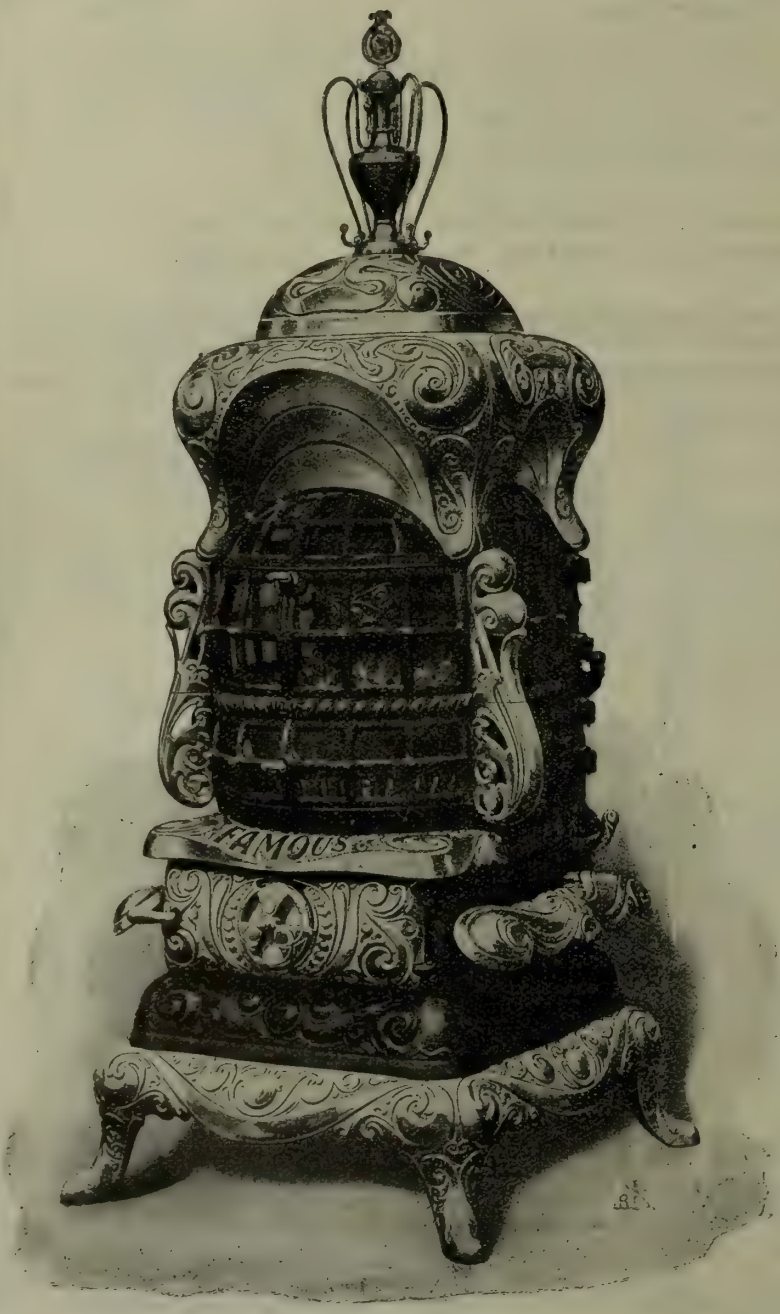
LIMITED

GALT :: :: :: ONTARIO



The 400 Series Base Burner

is the greatest heat radiating Base Burner on the Canadian market.



We say this, being familiar with the stove, and realizing the great new f e a t u r e---the three exposed flues.

These exposed flues are the secret of the heating possibilities of success of the 400 Series Base Burner.

When you are selling Base Burners why not handle the best that can be procured?

Just let us know, and we will supply you with circulars.

McClary's

London, Montreal, Toronto, Vancouver, St. John, Hamilton, Calgary Saskatoon.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

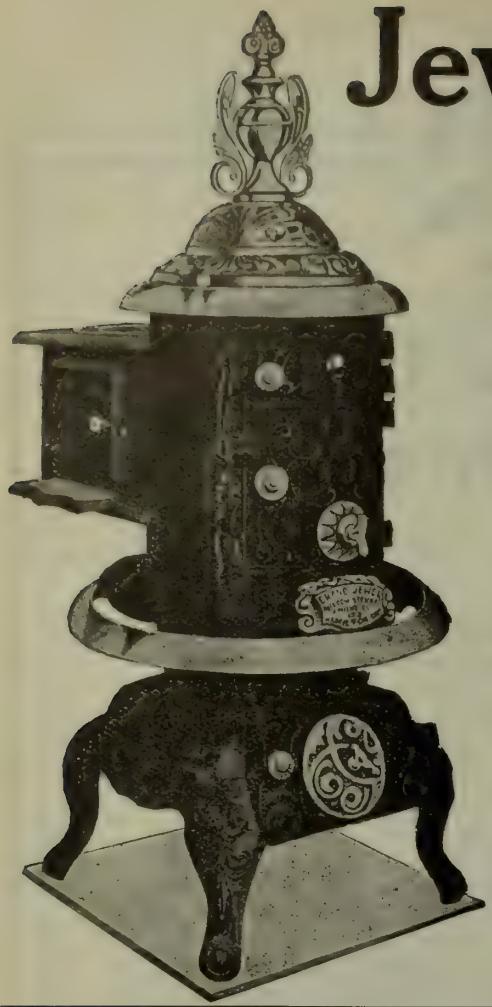
"Our Plan"

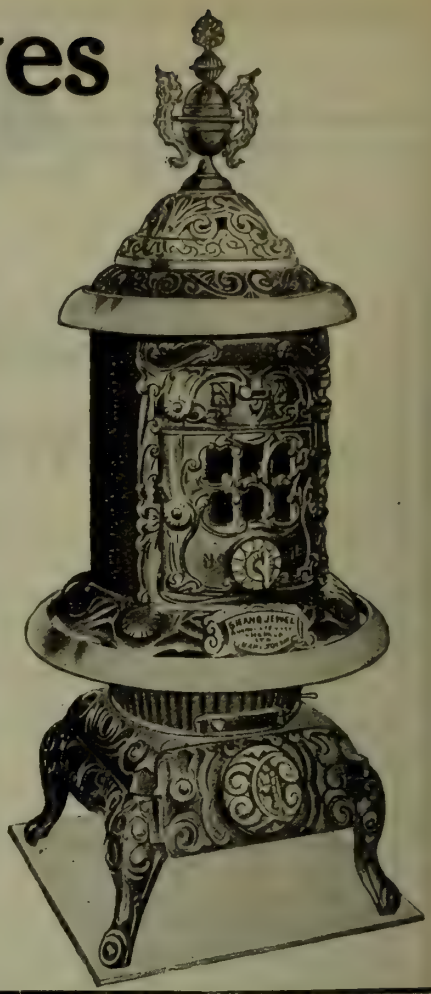
We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin

Jewel Stoves and Ranges





Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co,
Limited
HAMILTON - ONTARIO



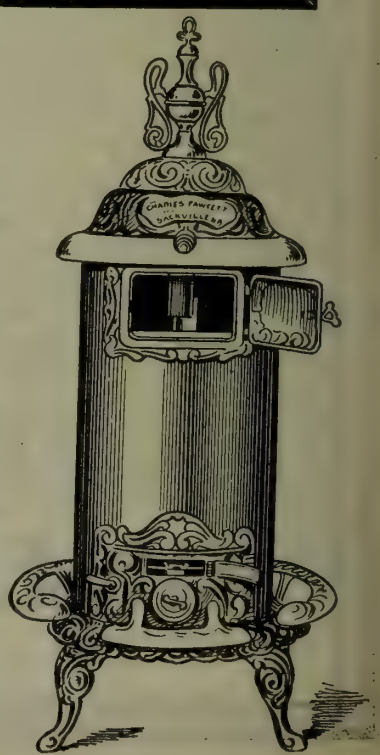
Easy to operate—Easy to sell

The latest triumphs in Fuel Saving and Heating Stoves are the two illustrated. The

"CHARM OAK" and "PERFECT HOT BLAST"
(on left) (on right)

In the "Charm Oak" a special construction does away with the smoke nuisance at the door so common in the Oak stove, and this stove is designed upon the latest lines for convenience and economy.

The "Perfect Hot Blast" is the latest and most up-to-date hot blast and smoke consumer on the market. It has extra large radiating surface and improved ash pit, shaking door and air-tight construction.



FAWCETT RANGES **were awarded a Diploma and Gold Medal at the Dominion Exhibition at St. John this month.**

They are pre-eminent for cooking qualities, durability and heating power.

Moreover, there is a splendid profit for the dealer handling Fawcett Stoves and Ranges. Send for catalogue and details.

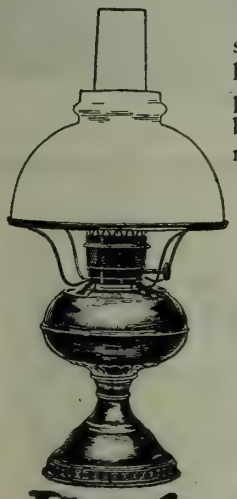
The Charles Fawcett Mfg. Co., Ltd., SACKVILLE, N.B.

Branches at Montreal, Winnipeg and Vancouver

The Most Extensively Advertised Oil Consuming Devices on the Market

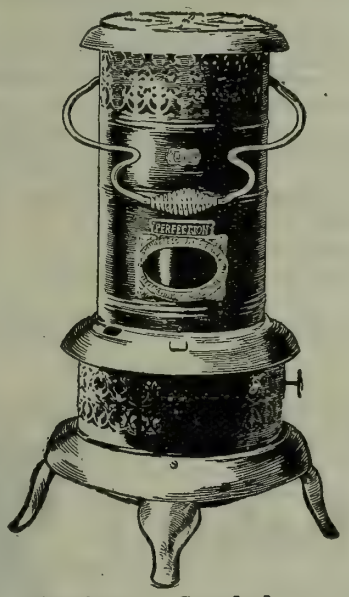
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



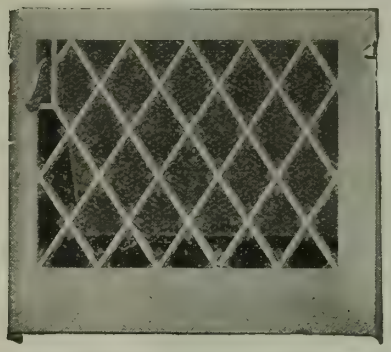
TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Pe-fection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO



"T & B IMPERIAL" BASE BOARD REGISTER

COMPARISON

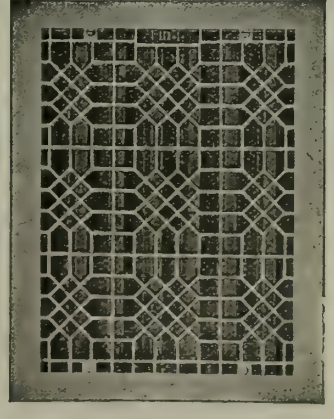
Your own safe test, is invited, because we know that a comparison of

"T and B"
Registers, Ventilators and Grilles

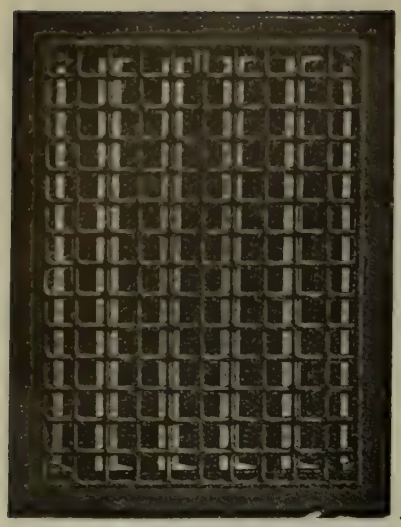
with those of any other make only serves to emphasize their many points of excellence. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

BRIDGEBURG, - - - ONTARIO



SEMI-STEEL REGISTER



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

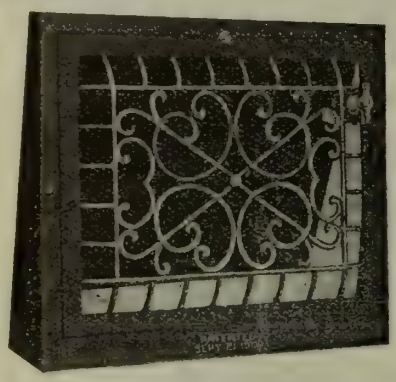
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

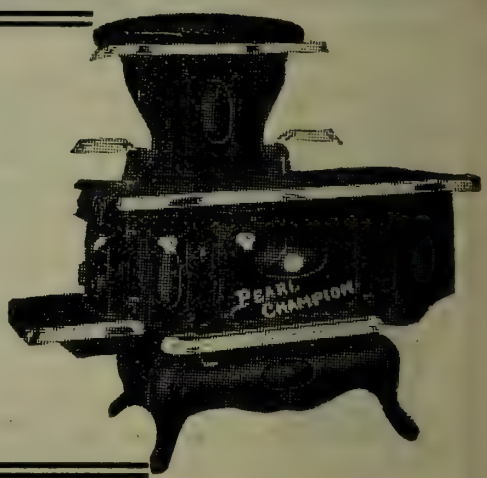
Woodstock, Ontario

"CHAMPION" RANGE

Buying a range is not a game of chance if you buy a "CHAMPION" range with the "CHAMPION" GRATE. This grate with its non-warping bars operating in two sections is more easily shaken, more open, and therefore gives better satisfaction than any other grate. Quicker and better combustion is assured along with the "**pulling**" **quality**, economy.

D. J. Barker & Company

PICTON, : : : : : ONTARIO



Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

The Bull's Eye of Perfection

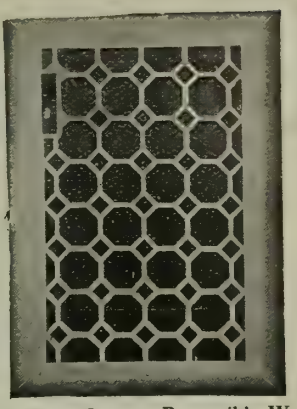
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

Prices from $9.00 per dozen. A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

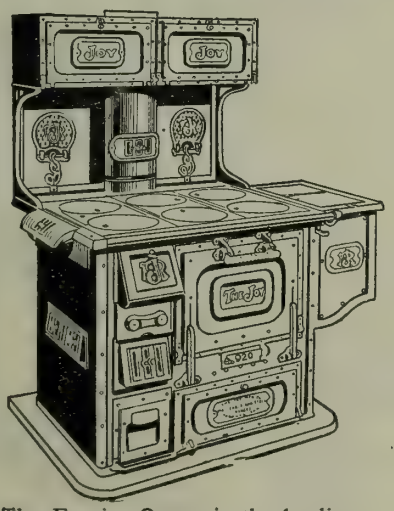
SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

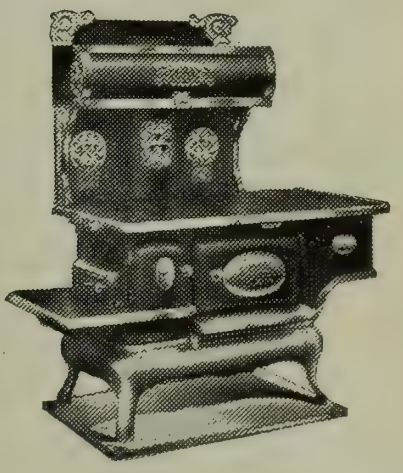
English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

***ARE YOU HANDLING* Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

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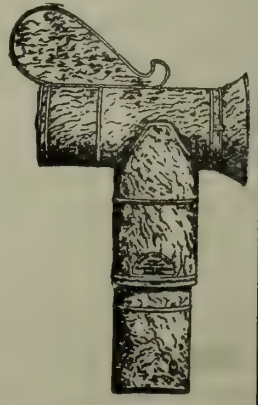
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Yours truly,
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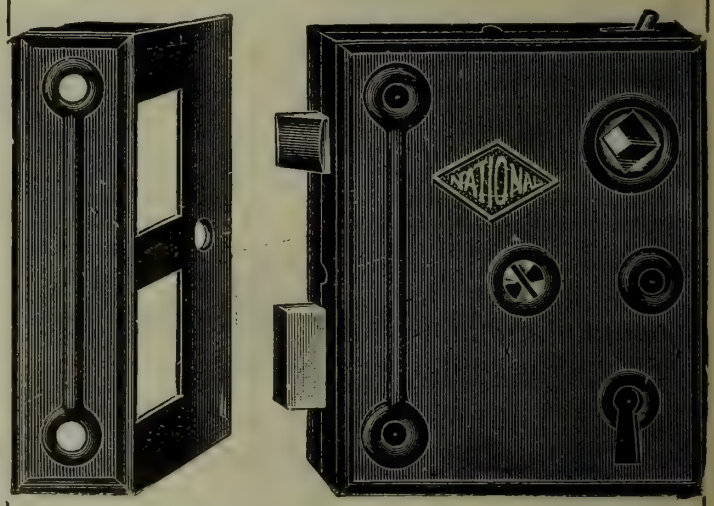
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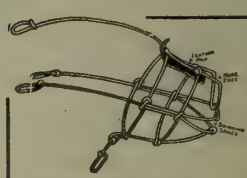
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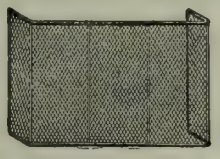


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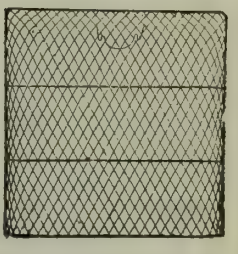
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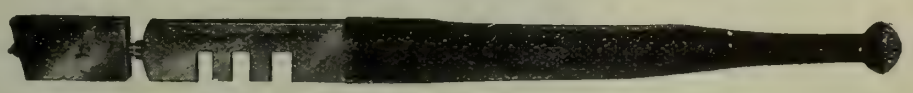
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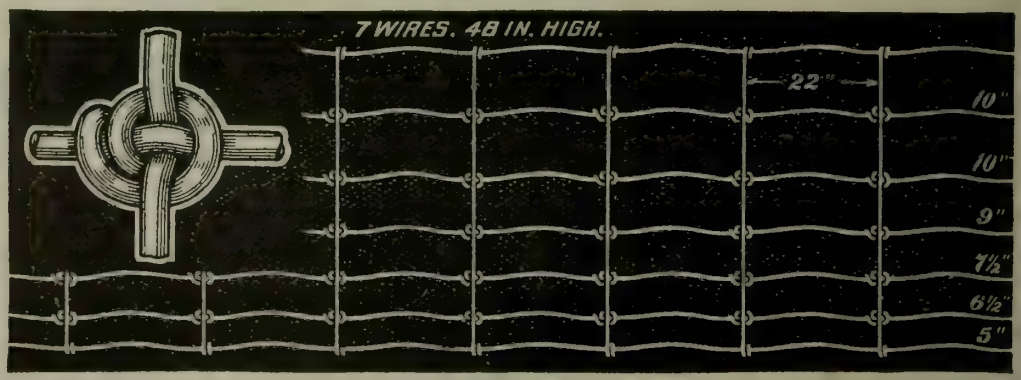
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Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

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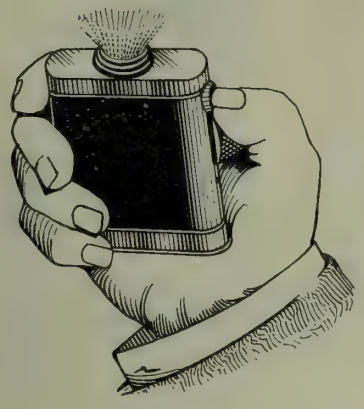
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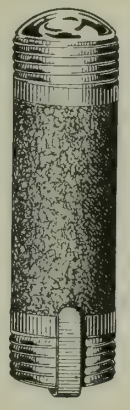
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Entirely new.
X-ray penetrating power.
Can be carried in pocket.
Light, the most brilliant one.
U must see it, it's a wonder.
Some cells of battery never achieved before.
Incandescent bulb has twice the life of others.
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Elegantly finished with swellest nickel trimming.
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U will have no trouble with the batteries.
Renewal batteries retail for 35 cents.
Experts pronounce it the most perfect.
Sells at sight at any time.



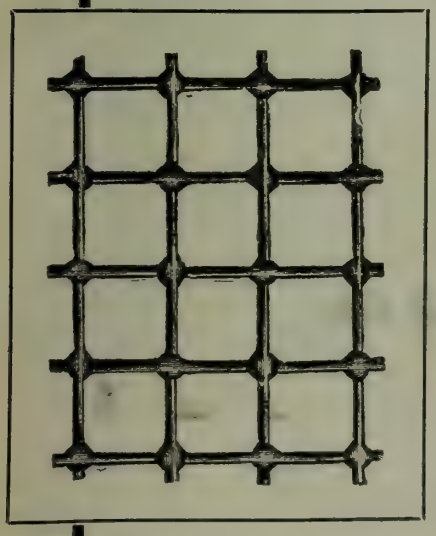
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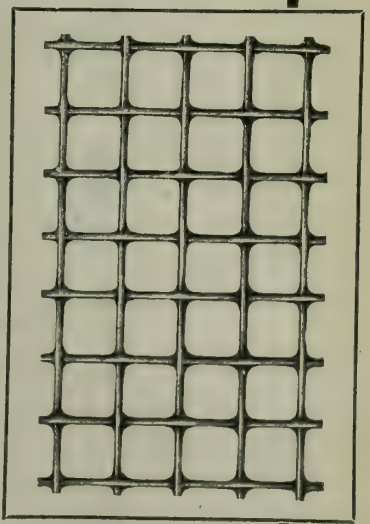
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is uniformity of mesh, and you'll find that

Greening's WIRE CLOTH



is absolutely uniform in mesh, because of the quality of the metal and the skill employed in weaving.

It is made from specially imported high-grade iron and steel rods, drawn in our own splendidly-equipped wire mill by expert wire-drawers. All Greening's Wire Cloth is made 'double crimped,' which ensures the greatest strength and uniformity of mesh. We make Wire Cloth of every description for every purpose.

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Low Tank Syphon-Jet Closet Combination with Piano Polish Wood-work.

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Select those which you wish and write us for them. Use them in your local paper or in printing circulars. They'll bring you more business.

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E. C. ATKINS & COMPANY, Makers of Sterling Saws, Hamilton, Ont.

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HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave, Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

DOMINION DUCK LOADS



Crown Black



Regal (dense) Smokeless



Sovereign (bulk) Smokeless



Imperial (bulk) or (dense) Smokeless

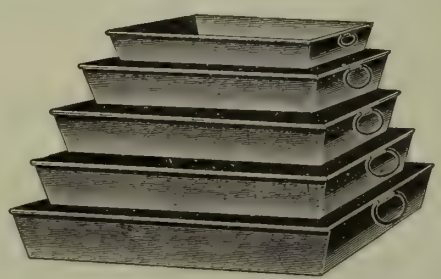
Perfect Quality and Handsome Packing make them easy to sell.
Satisfied Customers and Handsome Profits show reasons to sell.

DOMINION CARTRIDGE COMPANY, Limited

AMMUNITION MANUFACTURERS, - MONTREAL, CANADA

KEMP'S DRIPPING PANS

A.1. DRIP-PANS.



SEAMLESS STEEL DRIP PANS.



Nos.	6	7	8	8½	9	6	7	8	9
Inches	12x9x2	14½x10½x2½	16x11½x2½	17¾x10¼x2½	17½x12¾x2½	9x13½x2	9⅞x15x2½	11x16x2½	12¼x16x2½
Case Lots, Doz.	6	3	3	3	3	6	3	3	3

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Push Holiday Trade and Push it Hard

The Dealer Must Let His Community Know the Special Lines he is Carrying, and do This Well in Advance of the Buying—A Strong Co-operative Campaign Necessary—Continuity of Design in Window Display—The Store Must be Given a Christmas Spirit—The Use of Small Tables and Price Cards—The Children Must be Especially Catered For.

"How can I best develop my Christmas trade this year?" is the question which many merchant will be asking. It is one thing buying the stock of Christmas goods, and it is another thing to place them before the public in such a shape that not only are the articles being displayed to their full benefit, but also in a manner that will tempt the observers to purchase. In the first place, we come to the great principle of selling, and that is publicity. No matter how well selected a merchant's stock may be, or how excellent the quality, unless he tells his community that he is carrying these things he cannot get the results that he should be getting. People do not go prying around trying to find out what the hardware merchant has in his stock. One might display that desire in regard to an old curio shop, but not in a staple industry like hardware. It is, therefore, essential, to start with, that the merchant must let the district know that he is carrying a good selection of novelties and staples suitable for Christmas presents.

To do this, the merchant must not only advertise, but he must display. He must drill into the minds of the people sometime before the date of purchasing presents that he has the very things they want. He must excite their curiosity as to what he has in stock. He must set them thinking about his store as a place to visit when they are considering their Christmas purchasing, and he must give them a list of goods which not only offers a varied range of selection, but is also attractive from a utility point of view.

The Dealer Must Advertise.

Many people are even now ignorant of the fact that the hardware trade is catering more and more to the Christmas demand. It is, therefore, up to the merchant to start in at once to do away with that ignorance, and to prove by his Christmas campaign that he is eminently suitable as a medium for the purchase of Christmas presents. The merchant, then, must advertise, and advertise well, for Christmas trade; and he must do so, not when the people are thinking about buying their presents, for then they have in their minds selected the store, but he must get after them before the idea of Christmas presents his hardly been thought of, so that they are still unprejudiced as to the store to visit.

The merchant should either advertise in the local papers or issue circulars. A combination of both is most effective. These advertisements should not be stinted at all. They should contain talking arguments, as if the merchant was himself in conversation with the reader. They should convey the information that the dealer carries what is wanted, and that he has set himself out to cater especially for the trade, and that he is, therefore, the best medium for securing something useful, ornamental, or a combination of both, whichever is desired. Also, where it is possible, a merchant should show posters. A picture of Santa Claus, of a loaded Christmas tree, or of a young man giving a young woman a present, are excellent designs for attracting trade. With this advertising there should be strong co-operation through the windows. It is imperative that there should be complete alliance between the outside advertising and windows, just the same as there should be co-operation between the outside windows and interior. Bring the people to the store by the advertising and then maintain their interest by some good displays. Let it be understood that there is a general invitation for everybody to visit the store and look at the goods without any call upon them to purchase. Enter into the Christmas spirit, which is always prominent at these times, and let your store for the time being be considered as part and parcel of the shopping entertainment, provided by the allied industries of the community. Let your store be one of the attractions of the street. Let people know that they can feast their eyes and give enjoyment to their children without it being obligatory to purchase.

Exterior and Interior Display.

It is well to run a series of Christmas windows and let them have a continuity of design. If the merchant has the time and the inclination to go in for spectacular windows he has such a wide variety of designs that he can have no trouble in giving his inclinations full vent. Around Santa Claus a number of very fine designs can be easily produced. If owing to space or to various reasons, the merchant does not consider that it would be wise to have any spectacular windows, then he can, by good use of ordinary decorations, give the windows that spirit of Christmas and of good wishes towards everybody that are so essential at this time.

Then, again, the interior must be equally well looked after. We need not point out how great the mistake is to fail to let the interior back up any effort that is being done by a window and outside advertising. If the interior is destitute of any attempt at Christmas decoration; if it has a cold, cheerless look, it is entirely opposed to the feeling which reigns at Christmas time. A customer who is full of enthusiasm is chilled on entering the store, and with enthusiasm diminished probably leaves without buying anything. The interior decoration is most essential. The store must radiate with good-will and peace toward mankind, and should excite, rather than diminish, in any way, the feeling of pleasure that is so redolent at this time.

If possible, remove the stilted look that the hardware store usually has and create a bazaar appearance. That is to say, bring forward small tables and display the goods so that they can be inspected easily, and, if possible, open the store at nighttime, and if the district is large enough, have music to entertain the visitors. Have the goods ticketed so that a customer can find out for himself, or herself, as the case may be, what an article costs, without having to run after the clerk to find out.

Look After the Children.

Pay special attention to the children and excite their interest in every possible way. It must not be forgotten that children play a most important part at this time of the year. Through them the parents are brought into the store and the buying of a toy often means the buying of an expensive present for the husband or the brother. They sway more present-buying than many merchants possibly conceive, and it is essential if the dealer wishes to get best results of his campaign he must look to the children's end of it. A plan which is very often adopted is to have a live Santa Claus in the store. He can make himself generally friendly to the children, and he is also a good medium of giving away advertising circulars, or even a little present, which has very great influence in bringing the trade of the parents. The whole thing is to make every move in the campaign reflect the spirit of the occasion; to stimulate the enthusiasm, which is felt by everyone at this season of the year; and to make the buying but part and parcel of the Christmas festivities.

One Merchant's Campaign.

The campaign of a leading hardwareman across the border in developing Christmas business bears out our contentions. His best results have been obtained when his advertising was started early, as early as November 1, giving at that time, through the newspapers, an announcement that the stock of toys would arrive on a certain date. "On the arrival of the goods," he says, "we make a display, and at the same time inform the public that the goods are on exhibition in our window and in our store, open for their inspection. This window is left before the public three

days, and then taken out, putting in its place a display of the goods selling during the fall season. Twice a week until the first of December there will appear in the papers a list of the goods we have to offer. After the first of December the entire space in the papers is given over to the holiday goods, making the window displays and advertisements correspond with each other." He considers the window the best means of advertising, and uses it to the utmost.

There may be some trouble in getting people to look at your window, no matter how attractive it may be. In such a case something is necessary to draw the attention of such people. The use of music in some form or other is one way to overcome this. In some stores a small orchestra, in others a vocalist, and in still others a phonograph is used.

The Electrical Department at the Christmas Season

Good Time to Start an Electrical Department — Novelties, Specialties, Toys and Staples—Supplies for Power Users — Lighting, Heating, Cooking and Ventilating Appliances—Electricity in the Home—New Goods—Demonstrations and Window Displays.

A good time for the hardwareman to begin an electrical department, probably the best time of the year, is the season immediately preceding the Christmas holidays. There are then so many electrical specialties, novelties and staples brought before the public for holiday selling that the only requisite necessary for the hardwareman is good salesmanship to make these articles go.

They are lines, too, that fit in well with the ordinary run of hardware, and the hardwareman need not necessarilly be an expert electrician to make a success of his new department from the start, though a study of electricity will of course be helpful in enlarging the business later on.

The past two years have seen a veritable boom in trade connected with electricity, particularly in the line of installation work, supplies and general light and power wiring. There have been during this time also a vast number of new ideas, methods and invention brought before the public, and these are still changing.

At present there are on the market a great many appliances and devices for the use of electricity in lighting, heating, cooking and ventilating, and the handling of the necessary supplies for these alone should be productive of profitable business.

Electric Lamps for Homes.

Take the case of the incandescent lamp which has seen many changes of late from carbon to gem, to tantalum and tungsten. At first the tungsten lamp was recommended for store, office and factory, but this fall it is being pushed for use in the home. The majority of houses these days, especially the newer ones in the larger centres, are already wired, and the prospect for selling lamps alone seems inviting. There are, too, electric bells and a number of improved switches of the snap, flush and knife variety, as well as gas receptacles, dry batteries, wall and floor cases, fuses, motors, cleats, transformers, caps, sockets, plugs, condulets, etc., to make the adding of an electrical department well worth while considering by a hardwareman. These goods occupy but little space, readily lend themselves to window display, when carefully handled will not easily break, besides returning a good margin of profit.

So much for the lighting accessories, though a great deal could be said about electric fixtures and lamps, the season for which is but beginning. This year the variety of ceiling, wall and table lights in greater and more beautiful than ever—the newer lines running to arts and crafts designs, silk draperies and crystal glass fittings. These alone, while staples, look like goods suitable for Christmas giving.

In heating appliances there are an immense variety of articles being offered just now. The electric radiator of luminous type for mantel fireplace use of for heating bathrooms, bedrooms or libraries is more than a novelty. It has advantages in that it does not make dirt, smoke or odor, and is simple, safe and instantaneous, being always ready for the turn of a button. There are, too, the electric radiators of nonluminous type, made in a great many types and sizes, its special claims being that it saves current while warming the air the same as the glow radiators. The electric tubular air heaters designed in wall and floor types resemble closely the hot water and steam radiator though the construction is lighter.

As well there are electric heaters for carriages, for workshop and for office, made in somewhat different designs from the home heater. For the factory electric glue pots and wax melters are handy and convenient where energy is close by, and the different makes of soldering irons and solder melting pots give variety and should prove interesting to the hardwareman who has a plumbing or tinsmith department.

Devices for the Kitchen.

Probably no other department of electricity has shown greater development than has that devoted to the improvement of household appliances, and especially in efforts to make kitchen work easier and lighter. Nearly every one of these articles are small and can readily be handled by the hardware trade because similar articles are already classed as properly belonging to that trade. Take flatirons for instance. All hardwaremen sell these goods, but now and again a hardware merchant is met with who is afraid to tackle electric flatirons because he does not know much about electricity. Who does? How much does the hardwareman know about gas, or coal, or any of the other heating elements? He is not selling energy, but flatirons and should not care how they are heated.

The latest designs of electric irons are adapted in size and variety for a great number of uses from the three-pound iron for travelers' use to double that weight for home use and as heavy as 24 pounds for tailors' use. But besides flatirons there are food heaters and warmers, cooking plates, water heaters, combination cookers, tea kettles, coffee percolators, chafing dishes, toasters, frying pans, gridirons, disk stoves, corn poppers, broilers, ovens, and many other utensils, all of them much in line with similar articles handled by the hardware trade. Complete cooking and baking outfits are also made, which occupy the space of a small-sized table.

Nor have other comforts and conveniences been neglected, for there are foot warmers, cigar lighters, sealing-wax heaters, heating pads, hot water cups for shaving, electric hair dryers, etc. While improvements in all of these goods will no doubt be made in the future they have sufficiently passed the experimental stage to be classed as staples, and certainly should make an

Electric Batteries.

Another profitable side-line in the handling of electrical articles, especially such as have become household necessities, are flashlight goods. The Can-



Electric Pocket Flashlight.

adian Carbon Co., Toronto, manufacturers of flashlight batteries, say that in the past few years so improved is this class of goods that now they can be guaranteed for some time on the shelf. These flashlight batteries, consist of 1, 2, 3, 5 and 6 cells, every instrument which leaves their works being equipped with fresh cells, assuring long life and efficient service in the instrument.

The electric pocket flashlight which has been proven useful for emergencies of various kinds and under many conditions has almost become a household necessity as well. It is a safe and harmless light with which to examine gas leaks or tanks where an exposed flame is likely to cause an explosion. It is handy around an automobile, or about any engine when one has to find out the cause of trouble. It is useful also for watchman, policemen, soldiers, ship captains and in fact almost whereever light is used, in dangerous surroundings. The electric pocket flashlight may be thrown in a powder keg and it won't explode. It is made in various styles and sizes, the vest pocket size being convenient for

placing under the pillow to see the time without getting out of bed. It can be carried in the vest pocket, or in the travelling bag. These flashlights are made now with low voltage carbon lamps as well as tungsten lamps. The tungsten lamps give a much brighter light and take less current out of the battery. Of course they are somewhat higher in price but the price is within reach of nearly everybody. There is one main point which should interest the hardwareman and that is once he sells a flashlight battery he has a good trade in renewable batteries, and quite often renewable lamps, on which there is an assured profit.

These goods make quick turn-overs and they sell rapidly in the winter season. They have practically two seasons, one around Christmas and the other at camping and hunting time, when a flashlight is handy around the tent or in the woods

Light Gas by Electricity.

The new electrical gas and range lighter should prove a household necessity. It is clean, safe, inexpensive and so simple



An Electrical Gas Lighter.

that a child can operate it. It keeps burnt matches off the carpet, there is absolutely no danger of setting anything on fire, and the touch of a button lights the gas instantly. They are recommended by the fire underwriters, will give from two to three months' service with ordinary usage before requiring a new battery, and the cost of the lighter is within the range of every householder. The margin of profit to be realized by the trade is said by the manufacturer to be exceptionally large.

So many and so varied an assortment of articles are offered at Christmas time that the buyer of presents does not know what to choose. In electric goods there is the advantage that all the articles are new, and if the hardwareman has an electrical department he can offer a choice of original, novel and at the same time useful presents that should appeal to the buyer. Gifts of this kind are out of the ordinary, and because of that fact there are greater chances of business being done than if some present of a more usual character is put forward.

Give Prominence to Electrical Stock.

Demonstrations of electric goods are a great help. Some hardwaremen argue that it is not worth the trouble, but this opinion is at least debatable. The merchant who takes trouble to attract business will get the custom; the other man doesn't count. At present electric goods in the hardware store are not too well known, and whatever pains are taken to give them prominence should result in building up a demand for such articles.

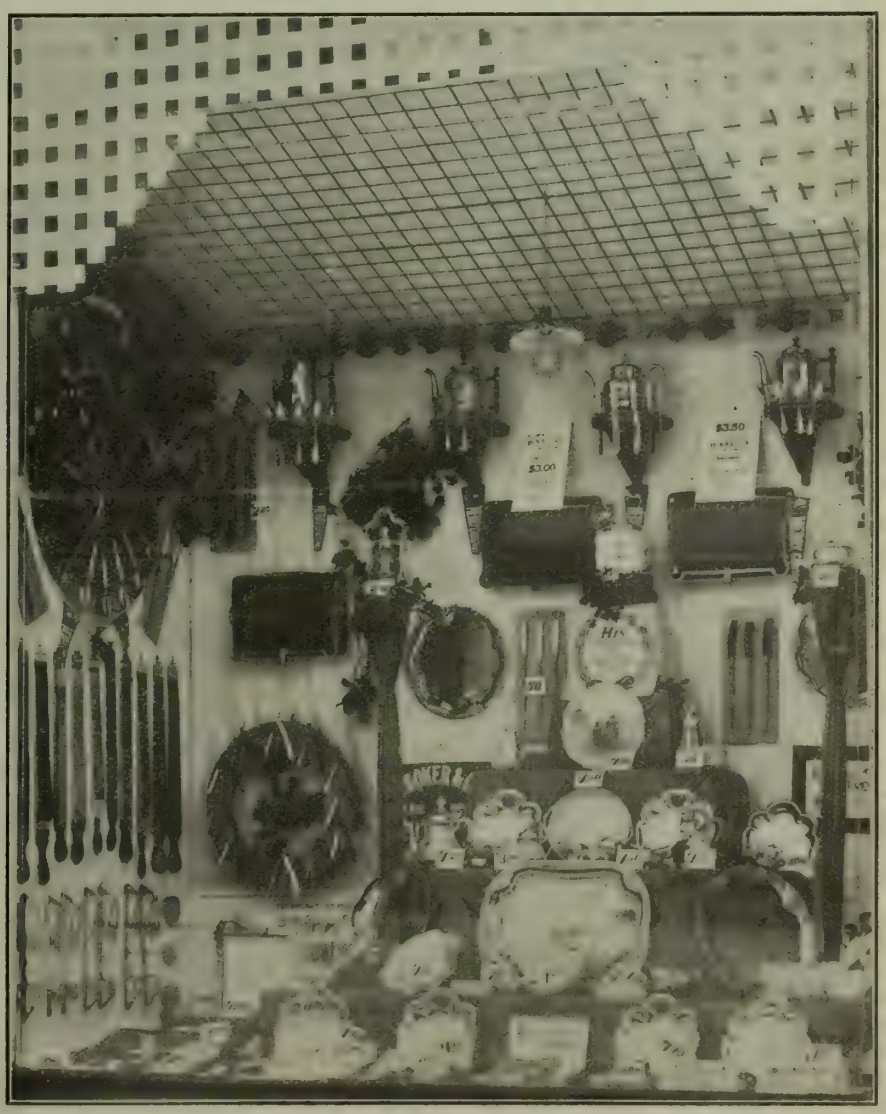
In the line of electric toys and presents for children the offerings are multitudinous. These articles prominently displayed will attract the young folk and the children will find some means of getting their parents or their elders to the store. Electric toys such as miniature trains and track, make a splendid window show, and a Christmassy effect can easily be made by the use of small sets of electric lamps for Christmas tree decoration. The window should be used for the display of these goods sufficiently in advance to let shoppers know the class of stock being carried. There can be no doubt at all about the show attracting attention from the shop-gazers. Let the Christmas electric window be the beginning of an educative campaign in the cause of electricity uses. The jobbing and supply houses will give the necessary co-operation.

FINE CHRISTMAS WINDOW.

One of the best Christmas windows shown in a small Canadian town last winter, judging by the photographs received by Hardware and Metal, was the one shown in the accompanying picture.

The window was well lighted and this helped to make the display attractive while the price cards on each article were the means of greatly increasing the volume of Christmas trade, in silverware, chinaware, and cutlery, by a great deal over that of former years, according to Mr. Ingram.

The background and end of window were covered with white cheesecloth, while the stands on background and the shelving on window bottom were covered with purple, making a good contrast against the white. To fill in the big vacancy at top of window a wooden lattice work was fastened. The top of window was white cheesecloth with narrow ribbon running each way, making a very pretty top. The flatware in the front of the window does not show to good advantage in the picture, but the display is one which can be repeated to advantage by other window trimmers.



Holiday Window Arranged Last Decem ber by P. Ingram for W. L. Parrish, Port Perry.

Successful Methods of Increasing the Sale of Stoves

Demonstrations Held by Three Western Hardwaremen — Leamington Merchant Sells Five Ranges as a Result of One Ad.—Comments on Display and Composition of Advertisements Appearing in Various Canadian Newspapers—An Ontario Hardwareman Advertising Hammocks in October.

Stove demonstrations have been used by many Canadian hardwaremen this fall to arouse interest in and increase the volume of stove business. Advertisements clipped from local papers in various parts of Canada feature demonstrations and special sales and results must have been exceedingly satisfactory as some of those conducting the demonstrations have been too busy to answer letters written to them regarding their experience.

The Rossburn Hardware Co., Rossburn, Man., sent an invitation card early in September to customers asking them to "meet the Malleable Man, who will show you his range, serve a dainty lunch and present you with a cook book and useful souvenir." Enclosed with the invitation was a four page circular, the first page of which is reproduced, a feature of this being the daily program, a special bargain being announced for each day. Monday it was preserving kettles for 60c; Tuesday, $3.50 table knives for $1.95; Wednesday, $1 enameled stove pot for 70 cents; Thursday, $1 Nevada tea spoons for 65 cents; Friday, $1 dish pan for 60 cents; and Saturday, $1.25 double roaster for 70 cents. In connection with the demonstration of the Malleable range a set of kitchen utensils was offered with each range sold, and there were also demonstrations of steam cookers and asbestos sad irons.

All of these announcements were featured very effectively on the first page of the circular, the printer having done his work exceedingly well. The second page was used to explain the Malleable steel range, the third to Jewel and Sunset ranges, second-hand cook stoves and revolving clothes reels, and the fourth to announcing a demonstration of Eldridge sewing machines and National kitchen cabinets.

The Saskatoon Hardware Company conducted a demonstration of the Sask-Alta range from Friday, Sept. 30 to Tuesday, Oct. 4, a seven inch four column ad. being used in the local papers to announce the event.

W. C. Stearman, Vancouver, conducted a demonstration of the Monarch Malleable range, at the New Westminster Exhibition, Oct. 4 to 8, a souvenir recipe program being distributed to visitors, and talks being made on cooking subjects daily by a domestic science graduate. In his announcement, Mr. Stearman said:

> During the days of the fair only we will give free with every MONARCH RANGE purchased, a set of kitchen necessities, consisting of a cleaver, meat saw, meat knife, bread knife, meat fork, emery steel, egg turner, can opener and paring knife. This set ordinarily sells for $2.50.
>
> There is no change in the retail price of the Range. This offer is simply made as an inducement to those who contemplate purchasing a range this fall to make their selection now. Leave your order for a MONARCH at our booth at the Fair-grounds. Delivery of the Range will be made at any time to suit your convenience.

Ad. Sold Five Ranges.

C. A. Willits & Co., Leamington, Ont., also took advantage of their local fair to feature a stove sale, using a three column space in their local paper the week before and during fair week. The ad. was well written, and neatly displayed. The large space taken made it possible to use large type and cuts, while also leaving space for an announcement of a special Saturday bargain. As a direct result of the ad. five ranges were sold, and the names of several good prospects secured. September was the largest month Willits & Co. have experienced since starting business.

In a small four inch double column ad.—a very popular space—Westman's Hardware, London, have made a very effective display. The cut is in proportion to the size of the ad., while some descriptive matter is given and prices are quoted.

Turnbull & Cutliffe's ad. in a Burford paper is an example of country newspaper typography of a decade or two ago, nearly every available font of type in the office having been used in the ad. Ten distinct styles of type are included. The adwriting is partly to blame, it being a series of generalties without any attempt to draw trade by featuring, describing


From the Red Front | Stove and Demonstration Number | Hardware Store

Published by

ROSSBURN HARDWARE COMPANY

Agents for Sherwin-Williams Paints and Varnishes

Quality Goods Reasonable Prices

HARDWARE, PAINTS, OILS, VARNISHES

Satisfaction or Your Money Back.

Second Annual Grand Demonstration Week

The week of Monday, September 19th, to September 24th will be our Second Annual Demonstration Week for the benefit of the housekeepers in this district. We are going to demonstrate the actual value of the many devices we have for saving them labor, time and worry and to make their work easier and more pleasant. We draw your attention to the

DEMONSTRATION OF MALLEABLE STEEL RANGES

KITCHEN ECONOMY

is not achieved by buying poor materials and cheap utensils to work with. True economy is in buying the best. You are practicing the right kind of economy when you get the Malleable range, the highest developed cooking device sold to day.

THE DEMONSTRATION

will be conducted by an expert from the factory where the "Malleable" is made. He will have a range in active operation and will show you how well and economically the Malleable could do your cooking from the finest pastry to the largest roast of meat.

DAILY BULLETIN

Monday

will be opening day. We will get acquainted with one another and we will show you the many labor-savers for the home.

Day's Special

PRESERVING KETTLE 60 cts, regular 90 cts. This is a high grade blue and white kettle holding twelve quarts.

Tuesday

All day—Serving corn cake baked in Malleable Range. Hot Coffee or Tea served with cake

Tuesday Bargain

TABLE KNIVES, a doz $1.05, sold regularly $3.50 a doz. This is strictly a first-class knife with steel blade and white celluloid handles.

Wednesday

Roasting Meat in Link Roaster in "The Malleable". Serving hot Coffee and Tea with hot biscuits.

OUR SPECIAL

GRAY ENAMEL STOVE POT, No. 9, 70 cts. Regular price $1.00.

SPECIAL Price

on

Kitchen Utensils

During the week of Demonstration we will offer each day one line of high grade utensil at the greatly reduced prices listed in daily bulletin column.

DAILY BULLETIN

Thursday

Demonstrating how the Malleable Range will cook food quicker on top of lids than can be done by ordinary stove with lids off.

Tea Spoon Special

One dozen Nevada Tea Spoons that sell regular for $1.00, our Thursday price 65c.

Friday

Demonstrating the even Baking qualities of "The Malleable" oven by baking pan full of Biscuits without having to alter the position of the pan.

Bargain Dish Pan

Our 17 qt. Heavy Anti-Rust Dish Pan on sale 60c, usual price $1.00.

Saturday

We will devote our attention to answering questions and reviewing the week's work. On Saturday, as well as every other day during Demonstration we will serve hot Coffee and Tea.

Double Roaster

This is the never burn Meat Roaster that sells regularly for $1.25, our special 70c

Of Interest to You

In addition to these demonstrations of The Malleable Steel Range we will be showing and demonstrating all the newest household devices. They include the National steam cooker, Asbestos sad irons and the newest and best in Silverware, Nickled ware, Cutlery, Etc.

FREE: With every Malleable Range sold during this week we will give away a valuable set of Kitchen Utensils FREE.

We want you to be here the First Day, for we're going to make it so interesting you'll be here every day.

Front Page of Circular Announcing Stove Demonstration.



Methods of Advertising Adopted by Canadian Hardwaremen.

and pricing any particular line. The offer of a premium to anyone failing to find what they want in the store, looks like "hot air," and is a waste of space.

Jas. N. McGregor's ad. is like Turnbull & Cutliffe's in that it mentions about a dozen lines carried, but something interesting is said about each line, and dividing rules are used to separate the various articles. The type is uniform also, there being only four series in the entire ad. If some particular article had been quoted as a special in each line featured, the ad. would have brought a good deal more trade to the store. Readers of papers nowadays look for prices and if they are not quoted they are suspicious of their being high.

George C. Ellicott's ad. lacks strength, and it would have been better to have taken another inch or two and told something about the heater, its price, and how it would repay the outlay many times over in comfort during the cool evenings during the fall and winter.

The same criticism applies to the Ottawa Hardware Company's ad., which shows a picture and quotes a price. Much better spend $3 for an ad, which will help sell goods than $2 for one which will merely excite curiosity.

The McMurty Hardware Company's ad. contains some interesting arguments, but its effectiveness is curtailed by its crowded appearance. A little white space around the talk would have made it stand out and attract more attention.

The "See our windows," and "Watch our ad." lines should have been placed between the heading and the body matter. Likewise the "Stoves repaired" line at the bottom is not displayed with good judgment.

McLellan & Company's four column-wide ad. could have been strengthened by the use of a stronger heading. "If it's hardware, we have it," or some similar phrase in smaller type, and "Harvest Supplies and Threshers' Necessities," in larger letters, would have made it stand out better. With the exception of the "Heating Stoves" line, all the type is of one series, all the lines featured being ones on which prices could not very well be quoted. The ad. has a good appearance.

Brace, McKay & Company's sporting goods announcement ought to bring a lot of business from their Prince Edward Island customers. Cuts, descriptive matter and prices combine to make it interesting, though some of the cuts are rather out of proportion. It is questionable, too, if it is wise to advertise "We undersell"—the point is made strong enough by the phrase—"The store that saves you money."

The Evely Sales Company, who have apparently secured control of Ling & Company's hardware stock at Lethbridge, have a "smart guy" as an ad.-writer, and Mr. Ling cannot relish any too much to have the smart fellow say: "Scuttles—I guess Ling thought nobody else handled coal scuttles, judging from the quantity he has." The story about the man being "too full for utterance" may excite a certain amount of interest, and bring some curious people to the store, but a red flag over the door and a boy swinging a dinner bell, would do as much.

The ad. is a poor one, and all good hardwaremen will hope to escape the necessity of attending their own funeral with the Evely Sales Company as funeral directors.

Not included in the cut with the reproductions, is an ad. clipped from an Ontario paper dated Oct. 6, which features screen doors and hammocks. Let us hope that no reader of this page is so careless with his advertising as to forget to change with the seasons. If he wants to get value for his money he will change every week. It will cost no more, and both merchant and publisher will secure better results.

HARDWARE AND METAL

Established 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses :

Canada: Macpubco, Toronto. England: Atabek, London, Eng.

OFFICES :

MONTREAL - - 701-702 Eastern Townships Bank Bldg Telephone Main 125

TORONTO - - - - 143-149 University Avenue Telephone Main 7324

WINNIPEG - - - - 511 Union Bank Building Telephone 3726

VANCOUVER, B.C. - - - - H. Hodgson, 11 Hartney Chambers

LONDON, ENG - - 88 Fleet Street, E.C. E. J. Dodd Telephone, Central 12960

NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt

FRANCE - - - - - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - - 12s.

PUBLISHED EVERY SATURDAY.

WAGE A COLLECTING CAMPAIGN.

Now is the time when merchants should look to their outstanding accounts. The crops have been good, and from all sections of the country come reports of the freeness of money. Farmers are realizing on their grain, live stock, and fruits, and they ought to be in a good financial standing to meet their accounts.

There is no opportunity for anyone to raise the plea of hard times or money scarcity this autumn.

We do not live in an age when people need no reminder that they owe money for goods purchased, so that the merchant should make it a point to send out his accounts promptly, and if there is no immediate desire to settle, get after the delinquents, either by personal call or by letters. We know that the busy merchant has little time to attend to his accounts, and that if his customers only treated him fairly there would be no need to have to add to his work by collecting what is owing to him. But as it is necessary, then the only thing to do is to go after the money systematically.

The merchant should not let the idea that he may offend a customer affect his getting after his accounts promptly. The man who means to pay does not mind a gentle reminder that he is behind time with his money. He realizes that the merchant has to live, and when it is pointed out firmly but courteously that the money is wanted, then there is little fear that umbrage will be taken.

Collecting accounts is one of the most important parts of a credit business, and should receive the close attention of every dealer. The accounts should not be put off for a few spare moments, as is often done. They should receive first attention, for by them alone can he live.

The sending out of invoices, and the close scrutiny of the books, with a consequent close tab on those who are not settling, should be a regular part of the business system of a merchant. There should be no hesitation in getting after a long winded customer. Keep hammering and there are very few who will withstand the process for long.

A SUBTLE FORM OF DISHONESTY.

From time to time there is in evidence a peculiar form of dishonesty which is the more dangerous in that it does not involve an indictable offence. This particular breach of probity consists in accepting a salary for filling one position while surreptitiously using a part of the time which should be devoted to the interests of the one employer to do work for and receive payment from another.

A case in point is brought to mind by the newspaper notices respecting the firm of C. D. Sheldon. This man was accustomed to employ as stool-pigeons, men in responsible positions in various businesses, from government departmental employes in Ottawa, it is said, to men in financial institutions in various financial centres. It is entirely unnecessary to comment upon the ethics of the tempter. The serious question is with respect to the lack of business honor which permits a man to sell his whole time to an employer, accepting a substantial yearly salary for same and then to steal part of this time for the purpose of increasing his income.

Where a man can, without lessening his value to his employer, devote his evenings to extra work, one cannot take exception to this method. The point in question involves a form of dishonesty which is often practised by men whose integrity so far as actual cash or even finer points of honesty are concerned, is unexceptional. Cases of this sort come up more often than is generally realized and it is indeed time that steps were taken to protect an employer against petty and sometimes serious thefts of this sort, as against the more overt forms which involve the actual handling of cash. The government at Ottawa is endeavoring to prevent it, but the law is not yet of sufficient breadth to cover the ground.

A divided attention means lessened power of concentration and the opportunities of taking off a few minutes, or hours, of course increases with the responsibility of an employe's position. Should a man realize that by thus dividing his time and attention he is seriously lessening his earning power and consequently his value to his employer, selfish reasons alone would doubtless prevent much of such action.

A METAL IMPROVEMENT.

Not for a very long period have the primary metal markets looked so promising and encouraging as they do at the present time. It is true that the spectacular bulling movement in tin, which started in September, and has continued with a few breakaways until now, can hardly be said to lend much stability or encouragement for the future to the markets, but against this we have what appears to be a solid upward lift in copper, a long-continued strengthening in spelter, and a much more confident movement in lead.

Tin is such a creature of speculation; the London operators are so advantageously placed to corner supplies, that it is hardly necessary to consider the movement of this metal as any indication of what is really going on in the metal world. Every other metal can be at rock bottom and the consumptive demand at nil, and yet tin may be soaring up and up. But with the other and more staple metals it is different. These can be looked upon as offering some indication as to how the markets are situated so far as genuine consumption is concerned.

So far as copper is concerned, it looks as if the corner was being turned, at last, and that after months and months of depression, due primarily to overproduction, that a more confident feeling was being engendered. Following the statistics of the copper producers, which showed that stocks in the United States had been reduced for the month, comes the first authoritive statement that a curtailment of production has really been decided upon. There have been many rumors from time to time upon which have been hung speculative movements, but this is the first real statement, and it was made in London at a meeting of the Rio Tinto Company, the directors stating that not only their company, but United States producers, were co-operating with them in curtailing consumption. It cannot be wondered that a better feeling now prevails in New York, and that copper has gained a point or two. The firmer the markets the better the stimulation to buying. We have all along contended that copper only needs nursing to regain stability.

Spelter has long been steadily advancing, so that its present position is not unexpected, but lead has been so weak that it is quite surprising to see it over the £13 mark. It is reported that supplies are on the short side, and that with consumption good, stocks in ware-

houses are being depleted. This should mean stronger figures for some time.

It cannot be said that the iron and steel conditions, either in the States or in the Old Country, are showing such excellent improvement, but it must not be forgotten that in the first place they did not show such depression as the other metals. Trade in the Old Country is fairly good, although Cleveland warrants are fluctuating several points weekly. Iron and steel prospects in the States do not promise anything very encouraging in the near future. The steel business is dull, while new orders in iron can only be encouraged by the asking of prices for future contracts at present ruling figures. Still all the way round there is a very much better spirit, and this is largely the result of the improvement in copper, which shows the prominent place that this metal now takes in the commerce of the world.

AN INTERNATIONAL STEEL COMBINE.

The most important gathering of iron and steel magnates ever assembled together in America met in New York last week and organized the American Iron and Steel Institute, and from the presence at the meeting of representatives of the largest steel corporations of Great Britain, France and Germany, the deduction is made than an international understanding is aimed at which will mean a world combine and a division of the market between the various units in the agreement.

"Ethical questions," said Judge Gary, head of the United States Steel Corporation, at one of the meetings, "will have a place alongside economic and commercial ones." "If competitors," he added, "are in frequent communication and make full disclosures to each other in regard to their business, notifying one another of what they are doing, it will follow as a natural result that no one will take advantage of the information he thus receives to act unjustly or dishonorably toward his neighbor."

Stability of prices is undoubtedly aimed at by the members of the new Institute, not only in the United States, but in Canada, Europe and the entire world. Instead of endeavoring to encourage production in times of inactivity by reducing prices, the policy urged by Judge Gary, is that of curtailing the output, the same policy adopted by the United States Steel Corporation during and since the depression of a couple of years ago and which aided considerably in maintaining prices in the iron and steel market when other markets were at bottom figures.

To organize a corporation large enough to practically dominate the market in one country is, however, a vastly different thing from entering into an agreement or organization aiming at controlling the entire world's market. No matter how high minded or benevolent men may be it is a tremendous power to put into their hands to allow them to control the prices for one of the world's necessities. World corporations and world agreements will undoubtedly come, just as national and continental combinations have been arrived at, but governments must have something to say about regulating the powers of the corporations.

Business men generally would welcome any movement bringing about stability of prices providing the prices are reasonable. But if unreasonable prices are aimed at the very bigness of the combination would prove its downfall as the peoples of the countries affected would rise against the oppression of the international juggernaut.

The members of the Institute are now on a tour of the steel plants in Pennsylvania and Illinois and will assemble in New York again after interviewing President Taft at Washington on Nov. 1. Canada is represented on the committee, Mr. T. J. Drummond, of Montreal, being one of the directors.

Prizes for Window Display

Merchants in Small Towns Have Equal Opportunities With Window Trimmers in Large Towns and Cities—One Competition Closes Dec. 1 and the Second at New Years — Two Prizes Also Offered for Best Advertisement of Holiday Goods.

Announcement was made in Hardware and Metal last week of four prizes of $5 each, in cash, for the best photos of window displays sent to Hardware and Metal, the prizes being divided into two divisions, one open to merchants and clerks in Canadian towns and cities over 5,000 population, and the other to competitors in places smaller than 5,000. The Dominion Cartridge Co., Montreal, has offered to donate two additional prizes for the best sporting goods displays and the window competitions are now as follows:

Competition Ending Dec. 1.

Places over 5,000—$5 in cash is offered for the best window display of sporting goods, and $5 for the best display of lighting fixtures, cutlery, stoves and house furnishings, builders' hardware, mechanics' tools or other seasonable lines. Special harvest or Thanksgiving displays, in which grain or farm products are used to trim the window will also be admitted, but the trim must be be secondary to the goods shown.

Places under 5,000—Two prizes of $5 each under exactly similar conditions.

Competition Ending Jan. 1.

Places over 5,000—$5 in cash for the best window display of holiday gift goods, such as silverware, cutlery, shaving sets, cut glass, sporting goods, toys, lamps, tool cabinets, alarm clocks, watches, photographic supplies, or any other staple or special line sold in hardware stores.

Places under 5,000—$5 in cash for best window under exactly similar conditions.

Conditions Governing Contest.

Every photo which does not win a prize and is accepted for publication in Hardware and Metal, will be paid for by a year's subscription to Hardware & Metal or Busy Man's Magazine, each valued at $2, at the option of the sender.

In making the awards the editor of Hardware and Metal will be assisted by two experienced window trimmers of acknowledged ability: and attractiveness, selling ability and originality will be the main points considered. For instance, the attractiveness of a window will be judged by its power to draw the attention of passers-by, the selling ability of a window is increased by the use of price tickets, while originality consists in introducing new features aiding in making a display attractive in appearance.

All photos should be accompanied by a letter describing how the goods were arranged, the conditions under which the photo was taken, and the volume of sales resulting from the display.

Prizes for Best Holiday Ad.

Places over 5,000.—A prize of $5 is offered for the best newspaper advertisement featuring such holiday goods as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other lines usually sold in hardware stores. All that is necessary is to forward one or more clippings from your local paper with the name of the writer of the advertisement, and the name of the paper it was clipped from. Copies of booklets or circular letters used to push holiday trade will, however, be appreciated.

Photos and ads. should be postmarked not later than the date of closing the contest and addressed to

The Editor Hardware and Metal, 143-149 University Avenue, Toronto

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advanced 1c.
Copper—Advanced ½c.
Spelter—½c. advance.

Toronto.

Linseed Oil—Advanced 3c.
Bristle Brushes—Advancing 10 p.c.
Sheet Zinc—Higher by 50c a cask.
Tin—Up 3c.
Spelter—Advanced 15c a hundred.

MONTREAL.

Oct. 21. There has been a very strong movement in all the metals due to increasing firmness in the primary markets, and locally tin, copper and spelter have been advanced. This combined with the good fall trading that has been experienced has produced a more confident tone all the way round, and conditions compared with three or four weeks back are much more assuring. Naturally with the increasing firmness in the markets inquiries have improved, and buyers are watching the markets closely. There is no doubt that if indications point to the fact that metals generally are billed for a continuance of stronger figures that trading will be stimulated. Buyers are working on very short stocks, and when figures commence to go against them consistently they will look ahead further than they have done. As it is an improvement has been noticed, and altogether fall trading has turned out very satisfactory. Copper has gone up ½c, tin 1c, and spelter 1-4. Consistent business has been noticed in imported iron, and delivery is being taken readily.

The bull operations have continued in London, helped by the cornering of spot supplies in New York. There is no doubt that the London bull operators have been supported by the impression that there will be a heavy fall and winter demand from America, while owing to the curtailment in the output of Straits Settlement tin due to the boom in rubber causing the mines to lack exploitation and workers, the world's visible supply is estimated as being 10 million pounds short of the total a year ago. During the week tin made a very big jump in London. Owing to producers' statistics showing that stocks have been considerably reduced, and the announcement that some of the large copper mines are without doubt reducing their output, a much better feeling has been produced in copper and New York advanced under the influence. This will do more good than anything else to improve the consumption. Spelter continues to show high figures in London, and there is an improved feeling in lead. There is nothing new that is encouraging about the iron and steel situation in the States. There seems to be no general feeling of improvement, although some plants report a better inquiry. The number of producing companies willing to accept business for the first quarter of the year without premium over the price for the last quarter of this year is increasing. The result is that more tonnage is being booked. There has been more activity in the lighter class of finished steel, but this has failed to offset the decrease in the heavier grades.

Pig Iron.—The situation is unchanged in imported iron. Deliveries are being taken promptly, and users are now loading up for the winter. But another month remains for the cheap freights. Canadian furnaces are doing fair business with prices well maintained considering all things. We quote No. 1, $18 to $18.50; No. 2, $17.50, at furnace Middlesboro; No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50. Prices in the States continue on the soft side and plants are taking next year's first quarter at prevailing prices. This has stimulated business.

Tin.—With the bulling operation in London unchecked local prices have had to respond, and figures this week have been advanced 1c, making jobbing prices now at 38c. Trade is showing a good fall movement, and it is not anticipated that new business will be affected by the advance as stocks are so short. There has been some marked fluctuations in London, and a big jump occurred during the week. New York has helped in the bulling operations by concentrating spot supplies, and if the tin plate making demand continues as at present, unless anything unforeseen happens, the operators in London will be able to maintain their position. There seems to have been severe interruption in mining in the Malay States owing to the recent great excitement over rubber. This has now, however, died a natural death, and the output should get back in its old basis.

Copper.—Following the better feeling reported last week, New York has shown higher figures and naturally local prices have followed. We note an advance of ½c, making jobbing figures around 14c. Trade is good and inquiries have been stimulated by the better feeling reported. The report that there is a private understanding among some of the large producing interests to reduce output naturally gave copper a stronger tone. A better consumption is noted, and altogether the prospects of copper look much brighter than they did.

Spelter.—As we anticipated spelter responding to stronger figures in London, has advanced locally 1-4c and jobbing prices are around 6 1-4c, with trade swinging in very steadily. St. Louis is not showing the activity that is being displayed in London, where the syndicate is holding spelter very strongly backed up by a good consumptive demand.

Lead.—Lead is unchanged this week, although the market is very firm under better reports from London and concessions are not so easy to obtain on good round lots. Arrivals in the Old Country have been on the light side, and the warehouses have been called upon more steadily than for some time past.

TORONTO.

Oct. 21.—The metal situation is improving, though it be but gradual. The healthier tone to the market in the United States is reflected on Ontario markets.

There is a prospect of good business ahead in Asia for British and general European metals next year, and that prospect alone has helped strengthen the world markets.

Tin has made another advance. The high costs in England coupled with small American supplies have boosted prices locally.

Lead is also firm, though unchanged. Zinc and spelter are running at higher figures. Charcoal tinplates are increasing in value.

Pig Iron—While business is still passing in small lots, orders are more numerous. Domestic furnaces and British irons are steadier in price at present than for some little time past. Quotations remain at the old figures, however.

No. 1 Canadian is $19.50 and $19 is asked for No. 2, f.o.b. furnace, with 50c a ton added for local delivery. Middlesboro No. 3, is $20. Summerlee No. 2, $22.50; Cleveland No. 1 and Clarence No. 3, $20.50 and $20.75 respectively. Jarrow is $20.50 and Glengarnock, $22.50.

Tin—Higher and still climbing prices are asked for tin. This week the local quotation is at 40c for hundred pound lots—3c advance over last week. Stocks are very light, not only locally, but throughout the continent. English prices are advancing pretty rapidly. Demand is fine.

Plates and Sheets—Charcoal tinplates are getting higher, and the advance promised last week has come. Bradley brights range from $6 to $8.50 per box, higher by almost a dollar than last spring's quotations. Charcoal tin boiler plates have also increased in value 25c a box, the present quotation being at $7. There is a very good demand for both sheets and plates. All kinds being decidedly active with stocks light. Canada plates are still scarce and running light. The high prices hold the market firmly. Deliveries of these goods are very slow and behindhand.

Copper—The market is active, with a buoyant feeling. The local quotation remains at 13½c. Both production and consumption are still running at high figures, but industries using copper as a basic metal are becoming more active with a consequent increase in demand. Buying is very steady, and concessions for good round lots not so easy to obtain. Inquiries show that a little more interest is being taken in the market. This is probably the result of the slightly

firmer tone in New York. The bulling in tin has tended to strengthen copper, while London in a speculative way has shown higher figures.

Spelter—The market is firming up. Indeed some houses have advanced spelter to $6.40. The lowest obtainable price this week for hundred pound lots is $6.25. Buying in anticipation of the advance helped some very satisfactory orders go through. Both the English and St. Louis markets are firmly held, and strong consumptive buying is reported. There is a very active market and an excellent tone. Concessions are not made very willingly for large lots. Trade is good, and sales satisfactory. The prospect is for firm prices on a steady market.

Lead—Strong with the market firming up is the situation in regard to lead just now. There is an active demand. The British markets show a firmer tone. This metal is now holding an excellent position on the market. Stocks are frequently changing hands. Lead is moving better now than for many moons past. The situation is entirely satisfactory. Domestic lead is at $3.75, with imported 5c. higher.

Old Materials—Actual business conditions remain as at last week, though there is a clearer and better prospect ahead due to the livelier feeling in new metals. Prices are unchanged, dealers still offering for old lines the following prices: Heavy copper and wire, 11 to 11½c; light copper and bottoms, 9¾; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6; old rubbers, 8½ to 9c.

HARDWARE MARKETS

MONTREAL.

Oct. 21.—A brisker tone to trade is noticed, merchants taking well assorted lots of purely fall and winter goods as well as general hardware. There is a general desire to get shipment as promptly as possible showing that the consumtive demand has set in well. Horse blankets, stall fixtures, snow shovels, weather strip, and heating accessories are prominent.

Cutlery, silverware, and glass lines are in greater request, and with delivery wanted promptly it is evident that merchants are preparing for a strong Thanksgiving campaign to be followed up with an equally effective one at Christmas. Guns have fallen off, but ammunition is still very active. Skates and hockey sticks are in good request. Lumbermen's supplies are getting more in demand as time goes on, while builders' hardware still maintains a prominent position. Railroad supplies are showing up well for this time of the year. Heavy hardware is not quite so active as it was. Altogether there is a very strong tone generally, and with prices firm, prospects for the fall trade movement are very inviting.

Seasonable Lines—Prompt delivery is being taken in snow shovels, weather strip, sleigh bells, and sleigh heaters. There is a good sorting up demand for blankets, stall fixtures, lanterns and lighting goods generally. Heating accessories such as coal hods, pokers, ash sifters, are showing an active call. General household lines continue prominent, with carpet sweepers, sad irons, food choppers and bread mixers well to the fore. There is a good tone to the markets, prices being firm.

Cutlery and Silverware—Orders in the various lines are improving every day, and dealers anticipate a good call for Thanksgiving and Christmas. General fancy lines in metal, and leather are in good request, besides the more staple lines such as carvers in cases, table cutlery, pocket knives, razors, shaving sets, pickle frames, and various glass dishes.

Sporting Goods—Guns continue to fall off in demand. Ammunition, however, is still very much in request. Skates and hockey sticks are now the prominent lines with snowshoes and toboggans increasing in demand. Gymnastic supplies continue to gain in popularity, also revolvers for indoor shooting.

Builders' Hardware—Builders' hardware still continues prominent, although a slight falling off, only to be expected, is noticed in the call from the country districts. The run on high class trimmings is still noticed, and makers are catering well to the demand. Prices are unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—The market is firm under a good demand. Repeat orders seem to show that stocks are still very light. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—The demand has fallen off somewhat in some of the lines, but bar iron and steel still maintain a good volume. The market is unchanged and we quote: Chain coil, ½, $5.25; ⅜, $3.80; ½ $3.50; ¼, $3.25; 1, $3.25; anchors 4½c. lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire—There is a fair call for staple lines, with prices unchanged. We quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80; galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal; coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots; plain wire, bright, annealed and annealed and oiled, $2.35 base; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Oct. 20.—Trading continues in a spasmodic vein, though the passing week is showing better results than did the previous one. Late fall and early winter lines are moving satisfactorily, but the mild weather makes trade pass without the seasonable vim.

Sleighs, snow shovels, side walk scrapers, coal hods, garbage pails, wire door mats, etc., are the principal articles moving, with builders' hardware still prominent.

Booking for spring on general staple hardware lines is progressing, but orders are not as yet coming in in any great volume.

Prices hold steady on a firm and strong market. Brush prices have been advanced by manufacturers to jobbers about 10 p.c., and a like advance will be made to the trade on spring orders. The scarcity of good bristles is at the bottom of the enhanced values. Most of these bristles come from Russia and Germany, but for some reason or other supplies are low. China and Japan are also sources of supply, but the quality does not rank as high as European bristles.

Seasonable Goods.—Demand is running at present to late fall and early winter lines—wire mats, sleigh bells, weather strips, ice scrapers and snow shovels, garbage pails, etc., are the leading articles moving. Horse blankets, and stall fixtures are in good request for immediate delivery, as are all barn and stable goods.

Builders' Hardware—Business keeps steady, with perhaps a slight easing off. Building papers are in splendid demand. Metal shingles and sheets are in good demand with price pretty stiff. General city demand continues its steady gait, and orders are not only well assorted but well distributed. The market is firm. Nails and screws are selling well.

Household Goods.—Kitchen tin, granite and enamel ware, washing machines, mops, clothes baskets, wringers, etc., are the principal lines moving. Curtain poles, pins and table cutlery are increasing in sales.

Heating and Lighting Goods.—Lamp goods are prominent, and sales are increasing again, especially for holiday lines. Sales of gas and electric fixtures, are developing steadily with the Christmas season expected to show increased sales. Stoves and ranges are very busy at country points, city business running more to gas ranges and hot air furnaces, the latter of which are making business exceedingly brisk.

Sporting Goods.—Demand for guns, ammunition, cartridge belts, etc., while fairly steady shows signs of petering out with the end of the season in sight. Skates and hockey sticks are now being taken for early delivery. There is an improvement in gymnastic outfits. Prices

are steady. Some good sales have been made of better grades of pen and pocket knives and general cutlery lines are beginning to show more signs of life.

Heavy Hardware.—Bars, pipe, and rods are steady and active. Structural iron is exceptionally so. Factory repairs are keeping hardware stores busy with calls for rivets, bolts and nuts. There is a good tone all the way round. Orders are well assorted.

Wire.—General lines are in fair demand. The market is unchanged.

Christmas Goods.—Inquiry for holiday and presentation goods is showing signs of life and activity. Iron and tin toys are increasing their hold on the trade.

HARDWARE TRADE GOSSIP

Ontario.

Mervin Jameson, has accepted a position as salesman with the St. Marys Hardware Ltd.

Burglars entered the hardware store of R. Webber, at Dundas, Ont., on Oct. 18 and secured considerable loot.

Blanche, daughter of M. S. Madole, Napanee, was married on Wednesday, Oct. 19, to Owen S. Reddick, Cleveland, Ohio.

Louis F. Gates has been appointed sales representative for Western Ontario for the Gillette Safety Razor Company, of Canada, Montreal.

The front of Glover's hardware store at Aylmer is being torn out and will be replaced with pressed brick and up-to-date windows.

J. Moore, who ran a hardware store in Kirkton for a number of years, and who sold his business and moved to St. Marys, has again moved to Arthur to take up a new hardware business which he lately purchased.

Edward C. Dingman, of Dingman & McCombe, manufacturers' agents, Montreal, piloted A. Boentgen, of Boentgen & Sabin, makers of cutlery of Solingen, Germany, around the Toronto jobbing houses during the week.

W. R. Tait, city traveler for the Kennedy Hardware Co., Toronto, has purchased the hardware business of John W. Oram, 836 Yonge street, that city. Herbert Cruickshank, for the past four years with H. S. Howland, Sons & Co., is succeeding Mr. Tait. He will start out on his rounds on Monday next.

Quebec.

The Herman Young Co., wholesale and retail hardwaremen, Quebec, have been registered.

Lawrence Stephens, of the G. F. Stephens Co., Winnipeg, was in Montreal last week calling on the Canada Paint Co.

Lawrence T. Walls, of the Steel Co. of Canada, (Dominion Wire Mfg. Co. branch, Montreal) is on a business trip through Ontario, east of Toronto.

Geo. R. Nimmo, Napoleon Paradis, William D. Hamilton, L. N. Danserau, J. L. Danserau and W. J. Good, of the Canada Paint Co., Montreal, have been on a visit to headquarters posting themselves for their fall trips.

Western Canada.

Angus McLeod has sold his hardware store at Perdue, Sask., to E. H. Moffatt.

T. Rosmussen, hardwareman and implement dealer at Quill Lake, Sask., has sold his business to B. Welbank.

Ferris & Simms, hardwaremen at Rosebank, Man., have sold their business to Theodore Dennison.

Joseph Keeton, hardwareman and boot and shoe dealer, Pierson, Man., has given up business.

M. A. Boyd, hardware merchant at Lyleton, Man., is disposing of his stock and moving to Saskatchewan.

The Rollefson Bros. Co., Hanley, Sask., have sold their hardware business to E. J. Moore and D. M. Dilly.

Fire damaged the hardware store and stock of F. S. Heath at Tees, Alta.

The Western Foundry and Metal Co., Calgary, has been incorporated.

Smith & Gaetz's hardware store at Red Deer, Alta., was damaged by fire recently.

H. F. Pieper, hardware merchant, Sunnyslope, Alta., is erecting a large store.

G. B. Thompson, tinsmith, Claresholm, B.C., has moved to Vancouver.

Joe Perry has accepted a position at the hardware store of his brother, T. M. Perry, at Estevan, Sask.

J. Sutherland has sold his sheet metal works at Vernon, B.C., to the J. W. Glover Co.

WEST IN GOOD SHAPE.

Arch. MacFarlane, manufacturers' agent, has returned to Montreal after completing his annual trip through the west to Vancouver. He visited practically every important centre, but found no bad effects from the partial crop failures. Two points impressed him: the growing importance of Lethbridge as a business centre, and the development of the northern country—they are growing and grinding the best quality of hard wheat one thousand miles north of the U. S. boundary.

TENDERED COMPLIMENTARY DINNER.

A complimentary dinner was tendered A. E. Hanna, of the Dominion Wire Manufacturing Company branch of the Steel Company of Canada, at the Forest and Stream Club, Montreal, last week, by the wholesale hardware and metal trade, on the occasion of his being appointed Manager of the Northwest Sales covering Manitoba, Alberta and Saskatchewan, with headquarters in Winnipeg. William Starke, president of the Canadian Wholesale Hardware Association, presided, and he was supported in the vice-chair by W. H. Farrell, president of the Dominion Wire Mfg. Co., Montreal. The following were present: G. C. Davis, Frothingham & Workman; F. Ross Newman, Caverhill, Learmont & Co.; J. H. Hanson, Hanson-Tilley Co.; C. B. Rittenhouse and Geo. Childs, United States Steel Products Export Co; Robert Starke, Starke-Seybold; A. Jeannotte, L. H. Herbert & Co.; J. S. Parkes, Canada Screw Co.; Hiram L. Piper, the Hiram L. Piper Co.; Ross H. McMaster, Montreal Rolling Mills; G. C. Seybold, Starke-Seybold; and T. E. Peck, Peck Rolling Mills. Letters of regret for non-attendance were read from various other members of the trade.

The proceedings were very enthusiastic, and general regret was expressed that Mr. Hanna's appointment should be the means of severing an association of so many years. General tribute was paid to the business career of Mr. Hanna, who had been with the Dominion Wire Mfg. Co. for about 28 years, and who had worked up from office boy to the position of sec.-treasurer and sales manager. Good wishes were extended



A. E. HANNA, Montreal,
Appointed Manager Western Sales Office of Steel Company of Canada.

on all sides to Mr. Hanna for his future welfare, and hopes were expressed for his continued success in his new field. Mr. Hanna feelingly replied to the tributes of his friends, and, referring to his business connection with the trade in Montreal, expressed the hope that in his new sphere he would have the same pleasurable and satisfactory experience. Mr. Hanna expects to take up his duties next week.

The Steel Company of Canada, it will be remembered, consists of the Canada Bolt and Nut Company (comprising the Belleville Rolling Mills, Brantford Screw Co., Gananoque Bolt Co., the Toronto Bolt and Forging Co.) and the Canada Screw Co., the Dominion Wire Mfg. Co., Montreal, the Hamilton Steel and Iron Co., and the Montreal Rolling Mills.



Armouries at Peterboro Where Ontario Hardwaremen will Assemble next Februa ry.

Executive of Retail Assn. to Meet Thanksgiving Day

Preparations Well Underway For The Big Convention to be Held at Peterboro next February—Only a Few Spaces in the Exhibition Hall not yet Allotted—A Complaint from Sudbury.

The Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association is to hold meetings in the parlors of the Queen's Hotel, Toronto, on the morning and afternoon of Monday, Oct. 31, Thanksgiving Day.

Committees are at work at Peterboro preparing for next February's convention and work will soon commence on the signs and decorations required for the Exhibition hall. A card is to be printed with a map of the business section of the city, showing the depots, hotels, armouries, collegiate institute, city hall, hardware stores and hardware factories and everything possible done to make the visiting hardwaremen comfortable during their stay.

At the meeting on Thanksgiving day, the details of the convention program will be decided upon, the arrangements for the exhibition completed and convention headquarters chosen. Some interesting features under consideration will also be discussed.

The exhibition is an assured success as already about 60 of the 70 spaces have been allotted. Several Peterboro hardware manufacturers have taken one end of the convention hall, about 80 feet in all, while several Galt manufacturers have reserved the opposite end for a "Made in Galt hardware exhibit." The Taylor-Forbes Company, Guelph, have taken 60 feet of space for an exhibit and definite word is expected during the coming week as to whether or not five Philadelphia firms will take up an option on a similar space. In addition to these special exhibits, 43 of the 51 booths in the body of the hall have been allotted to the following firms:

Metallic Roofing Co., Toronto; Steel Trough & Machine Company, Tweed; Boeckh Bros., Toronto; Cummer-Dowswell, Limited, Hamilton; International Varnish Company, Toronto; Canada Paint Company, Montreal; James Robertson Company, Toronto; Dunlop Tire & Rubber Goods Company, Toronto; D. Maxwell & Son, St. Mary's; Standard Paint Company, Montreal; Dover Manufacturing Company, Canal Dover, Ohio; Moffat Stove Company, Weston; Gendron Manufacturing Company, Toronto; Supreme Heating Company, Welland; Pittsburg Fence Company, Hamilton; Lewis Bros., Montreal; Clare Bros, Preston; Onward Manufacturing Company, Berlin; Gillette Safety Razor Company, Montreal; Lufkin Rule Company, Windsor; McClary Manufacturing Company, London; Ferro-Steel Company, Bridgeburg; D. Moore Company, Hamilton; Brantford Roofing Company, Brantford; Tobin Arms Manufacturing Company, Woodstock; Dominion Register Company, Toronto; Carborundum Company, Niagara Falls, N. Y.; Imperial Varnish & Color Company, Toronto; Oneida Community, Limited, Niagara Falls; S. F. Bowser & Co., Toronto; Northern Aluminum Company, Toronto; Brandram-Henderson, Limited, Montreal; Pinchin-Johnson Company, Toronto; Gutta Percha & Rubber Company, Toronto; Benj. Moore & Company, Toronto; Metal Shingle & Siding Company, Preston and F. W. Bird & Son, Hamilton.

It is expected that the remaining spaces will be allotted during the coming week and with practically all the available space taken up four months in advance of the convention the exhibition is certain to be an attraction worth going a long way to see, coupled, as it is, with a retailers' convention with many features of particular interest to merchants.

Wm. Magladery, Liskeard, has consented to act as chairman of the committee in charge of the Question Box discussion and this end of the program will be particularly strong at the Peterboro convention.

A window dressing competition has been suggested in Peterboro hardware store windows during the convention, an opportunity being given visiting merchants to see the window trimmers assembling their displays. This and any other suggestions forwarded to the secretary will be considered by the executive.

Sudbury Firm Makes Complaint.

Purvis Bros., Sudbury, have forwarded a complaint to the Ontario Retail Hardware Association, to the effect that on July 8, 1910, an order was placed with a traveler named Hamilton representing the Carolina Pine Products Company, for turpentine at 79 cents to be delivered by October. Delivery was not made, however, the company stating they had never received the order. Purvis Bros. refused to accept delivery at a price of 90 cents quoted on Sept. 27, preferring to pay over $1 to another firm.

LUXURY LATHER BRUSH.

A shaving brush made to give a facial massage while the lather is being rubbed in, prevent ingrowing beard, gradually strengthen the texture of the skin, banishing tenderness and giving cheeks a ruddy, healthy glow, is being offered to the trade by the Luxury Sales Company, Troy, N. Y., whose Canadian agent is Thomas Reid, 304 Eastern Townships Bank Bldg., Montreal.

The brush is made of the choicest French bristles, sterilized, blended with pure Badger hair in the proper proportions for long wear, elasticity and firmness. The bristles are vulcanized in hard rubber and are said not to shed. The other portion of the brush, a finger pad



The Luxury Lather Brush.

made of the best Para gum, is used for rubbing in the lather to prepare the face for the razor. There are 150 little, tapering, round, red, rubber fingers, sterilized and sanitary. They work into the beard, the tapering ends penetrating between the hairs. In this way the beard is softened way down to the roots, where the razor cuts.

The position of the handle is referred to as particularly convenient for holding and for avoiding contact with the lather. The position of the handle is also said to give perfect control of pressure. In addition to the comfort derived from the use of the brush the saving in the razor blade is a point not to be overlooked.

News and Methods of Canadian Hardwaremen

Successful Hardwareman Killed at London in Automobile Accident—Corn Competition at Lanark—Metal Roofing as Fire Protection—Sudbury Firm Issues Card for Sportsmen.

LONDON HARDWAREMAN KILLED.

London, Oct. 17.—Ex.-Ald. Robert Parsons, head of the "Parsons Fair," and Parsons hardware store here, and interested in 22 similar syndicate stores, at St. Marys, Owen Sound, Orillia, Sarnia, Brockville, and other places, died on Sunday morning as a result of injuries received in an automobile accident on Friday. With John A. Rose and John Webber, travelers for the Hobbs Hardware Company, Richard Errington and Ed. Young, employes in Parsons' stores, Mr. Parsons was coming into London from St. Marys on Friday night in his large touring car. When a quarter of a mile east of Crumlin the car turned turtle into a ditch, pinning Rose and Parsons underneath. Both were hurt and the rest shaken up. Doctors found Mr. Parsons had sustained a broken collarbone and internal injuries. The accident was caused by trying to turn out of the way of a farmer's rig.

Last week Mr. Parsons had been unusually busy getting his stock in shape as he was to have left for a two weeks' fishing and hunting trip with his brother, John Parsons, of Owen Sound. Besides his widow and daughter, Miss Effie, he is survived by four brothers, John, of Owen Sound; George, of Sarnia; Richard, of Detroit, and Harry, of Orillia, and one sister, Mrs. W. E. Braund, of Brockville. All his brothers are in the Parsons' Fair and Hardware Syndicate.

The deceased served in the city council last year being elected on the Conservative ticket. He imbued that body with life and action such as it had not felt in many years. He was aggressive and fearless, and did much to eliminate subserviency among public officials.

ANOTHER CORN COMPETITION.

Lanark, Ont., Oct. 18—Taylor Bros., Limited, who also have stores at Carleton Place and Almonte, and whose branch here is conducted by T. Lett Simpson, recently conducted a "long corn competition," in which they offered a prize of $10 in gold, the winning stalk being twelve feet and three quarters of an inch in height.

Speaking of the competition, Mr. Simpson said: "It was a decided success, the 35 entries received indicating the amount of interest manifested. It was as good advertising as we could have done also, as it is bringing business to us every day. We find that to get people talking about our store will eventually bring us business. We also conducted an exhibit at our local fall fair, and gave away 2,500 souvenirs that day at the booth. The exhibit consisted of Findlay Bros. & Co.'s Stoves and Ranges, a line of heaters, both coal and wood, among which were the Economy and Tortoise as leaders. We also showed washing machines, cattle stanchions, ruberoid roofing, folding baths, and Portland Cement. We secured good results from the exhibit."

METAL ROOFS AND FIRE PROTECTION.

Chatham, Oct. 18.—The lack of fire fighting facilities in the country districts is a strong argument in favor of the use of metallic siding and roofing, and of prepared roofing.

Hardwaremen who are pushing these lines can make good use of this argument. One local dealer keeps careful tab of the fires in his immediate district, and takes care to inform himself as to the part which metallic roofing has played in protecting neighboring buildings. As a result, he is able to cite a lot of convincing cases, and not infrequently follows up a fire by pushing the metallic roofing trade in the immediate vicinity, as a rule with telling results.

The fire protection argument is often found particularly strong with farmers whose property is located close to railway lines, possible danger from locomotive sparks being pretty nearly always apprehended by the farmer.

CARD FOR SPORTSMEN.

Sudbury, Oct. 18.—Purvis Bros., Limited, Sudbury, have gotten out an effective advertising card showing the open season for various kinds of game, deer, moose, duck, partridge, etc. They give a long list of the firearms and ammunition carried in stock, and quote prices on same. Then they say: "Why go elsewhere for Guns, Ammunition, etc., when by dealing with an established house you have the advantage of choosing from this assortment at a reasonable price? 'Our prices are always right.'"

LUMBERING TRADE POOR.

St. John, Oct. 19.—Work has been started on a new school building, the cost of which will be close to $49,000. It will be of brick and stone construction. Contracts were awarded to the following: J. E. Wilson & Co., steel, fire escapes, galvanized iron and metal ceilings, $5,115; R. E. Fitzgerald, plumbing, $3,715; J. H. Doody, heating and electric wiring, $2,979.

The present indications are that lumbering operations this year will be much curtailed. The reasons given are poor markets, as well as increased cost of labor and camp supplies.

William J. Henderson, merchant, Newcastle, has assigned to Sheriff O'Brien, of Northumberland county.

TOOK A FULL PAGE AD.

Huntsville, Oct. 17.—Having a lot of damaged goods on their hands as a result of a fire in their store last June, the Huntsville Hardware, Limited, successors to White Bros., took a whole page recently in the local paper, to close these goods out quickly. After featuring and describing some of the goods they had on sale, they said: "Don't miss this opportunity of getting what you need, at the prices we are offering. Come with the crowd and be convinced." The firm has carried a line of furniture, trunks, etc., since the business was established by White Bros., twenty years ago.

WINDOW DISPLAY OF ROOFING.

Gananoque, Oct. 18.—I. W. Bennett & Son, who have one of the finest store fronts in town, are progressive window trimmers, and the acompanying picture shows how they have treated prepared roofing, a very difficult line to display



Prepared Roofing Window Display.

attractively. A miniature house was featured as the centerpiece, with rolls of roofing on each side, and display cards in the background and upper portion of the window. Displayed at a seasonable time, the window ought to be very productive of results.

CLOCK TURNS OFF LIGHT.

Stratford, Oct. 17—The Barnsdale Trading Co. here have a device for automatically shutting off the electric current in their window lamps at a certain time.

It is an alarm clock fastened to the wall of the second story just above the window, and to which is fastened a wire connecting with the electric lamps in the window. By it the lights may be turned off at any hour of the night.

The Barnsdale Trading Co. place great faith in their windows as silent salesmen. They always have them neatly dressed, and therefore are anxious to show them at night as long as people pass by the store. This automatic system permits this, and at the same time does not necessitate the lamps burning all night long.

Stephens

SHINGLE STAINS

Should be on the shelves of every dealer. No other shingle stain gives quite the charming effect of Stephens' and no other so effectually preserves the shingles from decay.

The genuine merit of Stephens' Shingle Stains is daily increasing the demand for them.

But we keep the output up to the demand.

We have the goods here waiting for you.

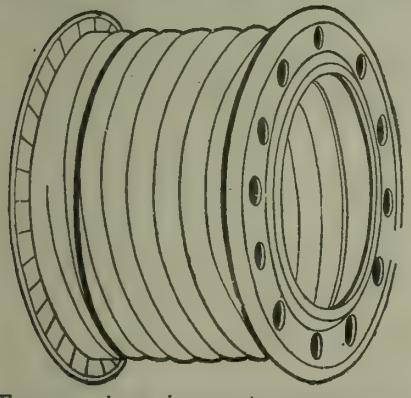
Send along your order. We will fill it at once.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY

O.K. THIMBLES



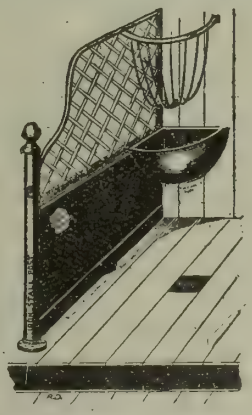
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Mister Heating Contractor

You will undertake numerous Contracts during the next few weeks for Heating Systems and cannot afford to be delayed on your work by slow deliveries. It makes no difference whether your contracts call for

Warm Air Heating
Warm Air and Hot Water
Combination Heating
Low Pressure Steam Heating, or
Hot Water Heating

we can give you what you want--at the right prices---and without those delays which cause so much loss and inconvenience to yourself and your customers. If you are not already a

"Pease Convert"

it will pay you to put us on your staff.

Let us hear from you to-day

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 20—A very satisfactory trade is going on in a wide range of goods. The Fall trade from the standpoint of the wholesaler and merchant, is quite up to the mark. There is much optimism prevailing everywhere in the West, and business interests of every sort are active just now. All Western trade fluctuates, more or less, with the real estate conditions of the country, and as the real estate market is particularly active this week, the activity has been forwarded to all other business interests. Among the lines that might be mentioned this week that are having good sale are heating goods, sheet metals, winter sporting goods, tie chains, blankets and sleigh bells. Canada plate is strong, and further advances are expected.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—22c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plates—I.C. plates, $8.75.

Tin Plates—I.C., charcoal 20x28, full box, $9.25; ½-box, $4.87½; IX., full box, $11.25; ½-box, $5.87½; IXX., full box, $13.25; ½-box, $6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

Paints and Oils — The trade is keeping up well in all finishing paint and stains, and in lubricating oils. The mixed paint market is strong, but the output just now is not heavy, as work, especially exterior, is slack. Glass, putty and varnish are moving well.

Linseed Oil—No change in price or demand is noted, and there is little possibility of an immediate decline. Seed is very high, and raw oil continues at $1.15 and boiled at $1.18.

Putty and Glass — Everywhere the output is very heavy, and there is much glazing yet to be done before severe weather sets in. The $2.90 price is maintained on putty in barrels. The price in cases is $3.15, and in kegs, $3.40. Shipments of glass are very heavy.

Varnishes—The trade continues heavy in a wide range of finishings. It is believed that the trade will keep up well all winter.

Turpentine—The market is held firmly at $1.10 per gallon to-day. There is little possibility of an immediate advance.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

DEMAND FOR PEAT FUEL.

Ottawa, Oct. 19.—The experiment made by the Mines Department during the past month of placing on the local market 500 tons of peat manufactured into domestic fuel at the government experimental plant at Alfred, a few miles east of Ottawa, has proved a great success. The whole supply offered was sold within a few days at $3.25 a ton, and sin e then there has been a deluge of orders for further supplies. There is a general consensus of opinion among those who have used the new fuel that it is cheaper and more satisfactory than coal. The results of the first year's operation of the government plant at Alfred indicate that there is an immense field for commercial exploitation in developing the very large peat deposits scattered throughout central Canada.

The art of selling goods consists largely in making the goods look just as good as they are. In fact, past masters of the art of salesmanship have a genius of making goods look just a little better than they really are.

ESTAB. 1818

GIVE US AN OPPORTUNITY TO QUOTE YOU FOR

"HOYLE'S" PARIS GREEN

·PASSES·GOVERNMENT·TESTS·

MANUFACTURED BY

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES:
35 CLOSE, NEWCASTLE-ON-TYNE.
ENGLAND.

CONTRACTORS TO
H.M. ADMIRALTY
&
WAR OFFICE.

1818 ESTAB.

THE following message is the first of a series of letters that will be reproduced in Hardware and Metal. Each letter is characteristic of how dealers selling Sherwin-Williams Paints and Varnishes value our Agency Proposition.

Fredericton, N. B., August 11th, 1910.

The Sherwin-Williams Co.,
Montreal, Can.

Gentlemen: Replying to your inquiry as to our success in handling Sherwin-Williams Paint and what we think of the Sherwin-Williams proposition as a trade getter.

For years we have been handling SWP with the most satisfactory results to ourselves and our customers.

Your strong system of advertising has made the Sherwin-Williams line an easy seller and your personal letters to property owners, contractors and painters have been productive of the best results for your lines in particular, and our whole line of hardware and painters' supplies in general. This effective system of advertisement, coupled with the high quality of your products, has brought our paint and varnish department from a small to a large branch of our business (and it is still growing). We were among the first merchants in the Maritime Provinces to take up the Sherwin-Williams line, and we can state conclusively that the results accruing from year to year have confirmed us in our belief that yours is the best line on the market. We remain,

Yours truly,

JAMES S. NEILL & SONS, LTD.,
(Signed) John Neill,
Secy. and Treas.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

968

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William. Ontario.



THE BURLAP SEASON

is here—are you prepared to take care of the orders? If not, order a stock at once or send for one of our sample books.

LIN-UNA, BAS-KA-NO, WINNIPEG DYED BURLAPS.
SIZED, OIL-COATED, PLAIN, PREPARED CANVAS, MUSLIN, ETC.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature That the Correspondent Does Not Desire Publicity, he Can Use Initials or Nom de Plume.

Sized Burlap.

Karl Freeman, Bridgetown, N.S., asks where he can purchase sized burlap for covering walls, instead of wallpaper.

Editor's Note.—Stauntons Limited, Toronto, and Reg. N. Boxer Co., Toronto, are jobbers, and the Dominion Oilcloth Co., Montreal, and Smart Bag Co., Montreal, manufacturers. J. E. Garrett, New Glasgow, N.S., makes burlap, but not sized.

Lamp Chandeliers.

H. Sloan, Tilbury, Ont., writes: "Can you tell us where we can buy chandeliers suitable for country churches to hold oil lamps?"

Editor's Note.—The Rochester Lamp Co., 120 Church Street, Toronto, can supply these on special order.

Farm Tools.

F. A. Bacher, Chattanooga, Tenn., asks for the names of Canadian manufacturers of hay forks and rakes, not affiliated with the two American combinations.

Editor's Note.—Canada Steel Goods, Co., Hamilton; Bedford Manufacturing Co., Bedford, Que.; Erie Iron Works Co., St. Thomas, and Eureka Planter Co., Woodstock.

Brass and Copper Goods.

Smith & Gaetz, Red Deer, Alta., write: "We shall be extremely obliged if you will furnish us with the name and address of any firm in Canada who handle English makes of brass and copper goods, such as are handled in our business, and as we are in a hurry we shall be glad if you will use the enclosed stamped and addressed envelope for reply. We are pretty loyal to Canadian and English lines, but it takes a tremendous lot of hunting ground to locate them usually. We have been trying for about a year to get a well-known line of English razors, but have not been successful as yet. The manufacturers in England send us circulars and advise who their Canadian representative is. We write the party named asking for a small express shipment; he in turn states he cannot sell direct, but sends our order to some jobbing house to be filled, but by the time it gets there they have not the lines in stock and that is the last that is heard of the matter, the result being that we have to go back to German or American goods, for it is always easy to get them."

Editor's Note.—H. F. McIntosh, 28 Toronto Street, Toronto, specializes upon English copper and brass goods. Rice Lewis & Son, Toronto, also feature the line, while most hardware jobbers carry some lines in stock. May & Padmore, Birmingham, England, are represented in Toronto by Mr. Kirby, but we cannot give his address. McClelland Bros, 23 Scott Street, Toronto, represent the Associated British Factories, including Matthews & Timmings, Birmingham, England, who manufacture brass and copper goods, but, as Smith & Gaetz say, they make no effort to bring their goods before the Canadian trade through the trade press. Godfrey S. Pelton and the Canadian Sales Co., are two Montreal agents, representing English manufacturers of similar lines.

Percentage of Profit.

Editor Hardware and Metal,—I read with great interest your arguments on the percentage of the selling price. Although not asked for, allow me to tell you how I convinced a good merchant once. Supposing you hire all your help on a salary of 50 per cent. of their sales, and that you mark all your goods with that supposed 100 per cent, margin; that is to say, an article costing $1 to be sold at $2. All your sales of the day total up to $200. How much will you have to pay for the salary? $100. How much does the goods cost you? $100. Then nothing is left for you. Should you think the above is worth publishing after being revised in a business way, you are at liberty to do so.

I would like to hear what other readers of your paper think of the following idea to find out the average percentage of profit: Take all invoices as they come and mark on same the selling price of each item; total it up, carry same in the ledger, cost and selling price, and at the end of the year one would have a fair idea of his profits when he totals up his sales.

Wilfrid Bourque.

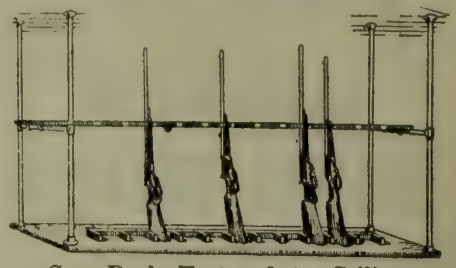
Sherbrooke, Que., Oct. 16.

Editor's Note.—The columns of Hardware and Metal are open to any reader to discuss the interesting point made by Mr. Bourque.

A DISPLAY GUN RACK.

Most gun racks in retail stores are placed against the wall, but sometimes every available space is needed, and a rack suspended from the ceiling, as shown in the accompanying illustration, will be found of value. The guns can be seen from either side and are within easy reach.

The rack is made of ½ inch iron pipe, which is cut in lengths suitable for the height of the ceiling. The upper lengths of the pipe are screwed into floor plates attached to a joist in the ceiling with screws turned through the plastering. These pipes are fitted with tees and a cross pipe. Four other lengths of pipe are turned into the bottom opening of the tees and their lower ends fitted with floor plates fastened with screws to a bottom board or shelf. Small stalls or divisions are nailed to the board in



Gun Rack Fastened to Ceiling.

which to place the gun stocks. A narrow notched board is fastened with clips to the cross pipes for supporting the gun barrels.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Wrenches and Punches. — Bemis & Call Hardware Tool Company, Springfield, Mass., have just issued catalogue and price list No. 20, dealing particularly with wrenches. Drive punches are, however, described on page 5, other pages being devoted particularly to nut wrenches, combination pipe and nut wrenches, adjustable nut and pipe wrenches, (single and double end), screw wrenches and wrench parts. Copies of the book can be had on request.

Bolt Machines.—Webster & Perks Tool Co., Springfiield, Ohio, have issued a catalogue devoted to bolt pointing, threading and special tapping machines, full descriptive matter, well illustrated being given of the various types and sizes.

Wire Goods.—E. Jenckes Manufacturing Co., Worcester, Mass., formerly of Pawtucket R. I., are supplying the trade with an elaborate 80 page catalogue of their bright and brass wire goods, including screw and cup hooks, spring cotters, flat spring keys, Hicks belt hooks, mill wire goods and miscellaneous hardware, many new lines being listed which were not in previous catalogues.

Philadelphia Made Hardware.—Five Philadelphia firms, North Bros. Manufacturing Company, Henry Disston & Sons, Enterprise Manufacturing Company, Fayette R. Plumb. Inc., and the Miller Lock Company, have combined in the publication of a monthly paper to be known as "Philadelphia Made Hardware," which will feature the products of these concerns and encourage hardwaremen to display and advertise them more effectively. Some practical suggestions are given regarding the sale of seasonable specialties, a study of which will repay any merchant or clerk. A prize of $25 is offered for the best window display of Philadelphia made hardware each month.

MACHINERY STEEL
NORWAY IRON
Large Stock of
All Sizes.
CLOSE PRICES
A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

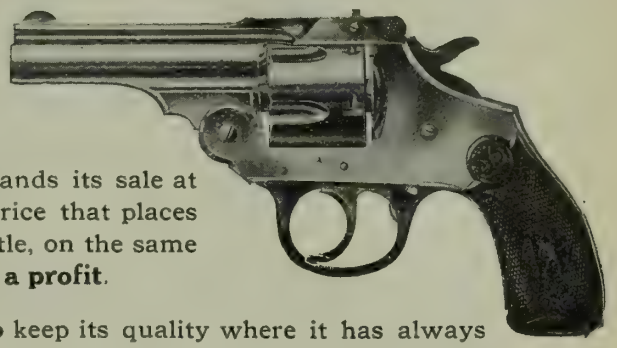
NICKEL FOR
NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL
& COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA
PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON
Safety Automatic Revolver



—the finest revolver in the world—cannot be made to sell at any old price. The value we put into it demands its sale at **One Price** – a fair price that places all dealers, big or little, on the same footing—**they make a profit**.

We are going to keep its quality where it has always been, hence we must rigidly maintain the price that will keep it there and insure you the profit that you earn and deserve,

We know that you, as a wide awake, fair-minded dealer, will agree with us. Why not order to-day?

Iver Johnson's Arms & Cycle Works
Factory and General Sales Office, - 330 River St., Fitchburg, Mass.

New York:
99 Chambers Street.

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal.



Securing Just Profits on all Goods Handled

Merchant of 28 Years' Standing, Maintains That the Dealer With the Independent Spirit is the Man Who Succeeds—It Pays, He Says, Not to Meet a Price Unreasonably Low—Advises Individual Dealers to Stand Up for Their Rights—Retailer Holds the Key of the Situation.

By Henry Jo hnson, Jr.

After one has studied the various problems I have outlined during the past few weeks, and has thereby learned where he is at, what he should have, etc., the proper question is: To what use shall we put this knowledge? Truly, it is one thing to know conditions and realize what we should get out of our business; but if we don't get it, how much better are we off? The old answer pretty nearly covers the ground—"Knowledge is Power."

Once you KNOW these things, a good start towards getting your just profits is made. If the salesman, or the jobber, or the manufacturer, comes to you with such a proposition you catch him. He said: "This costs you $1.50 per dozen and sells for 15 cents—TWENTY PER CENT PROFIT!" And, if you were in the well established habit of figuring on your costs, as you probably were, you took the statement at face value. You even went so far as to concede the freight as a "small matter." But today you can, by knowing a few things, decline to let the salesman talk on without interruption. You will, in fact, stop him in the middle of his talk to tell him you do not figure profits that way; that, on a cost of $1.50, and a selling price of 15 cents, you cannot figure more than 16 2-3 per cent. gross margin, even if the article be delivered to your door.

Dealers Not so Easy Now.

A few such arguments from every dealer the salesman visits will very soon send him home with the news that grocers are not so easy to figure with now as they used to be, and some change of policy is likely to result. Let that same thing happen to a number of distributors and a revolution will be well started. But remember that your talk must be backed up with your emphatic refusal to buy the goods that pay only 16 2-3 per cent., or your effort will come to naught. And if you say that you cannot hope to accomplish anything single handed my answer is that you can always and ever accomplish the denial of any space on YOUR shelves to any goods which do not pay an adequate profit.

* * * * *

A Spirit of Independence.

This ready acquiescence in conditions as we find them, is the one obstacle in the path of progress, the triviality of which it is most difficult to bring home to the average merchant. Each one feels that he "cannot do anything alone, and the rest of them will not do anything." O, the trouble of the "rest of them," each standing still to see what the others will do. Yet there are men in the grocery business who make big money out of it. There are, in fact, lots of such men. Yet each of those retailers has the same conditions of competition, lack of cooperation among his neighbors, the conspiracy of the distributors, etc., to contend with. Obviously, there must be something about those men which enables them to succeed where the majority practically fail. Yes, there is. They have the character to stick to the rule that, whatever may be the general conditions of trade or demand, they, so far as their individual business goes, will not stock a thing that does not pay a profit.

You might think such men would lose business, thus not having the articles in active demand by their customers. So they do lose a little trade. They lose the same kind of trade that you lose when you do not meet the builders' supply, or "Cheap John" cut price on nails. But it was long ago discovered that the man who tries to meet EVERY low price will have but a short business life, and so the most of us know better than to try to be in a position to throw price-inducement on every hand at the one time.

Dollars to Get Pennies.

Every man who declines to meet a price which is unreasonably low, loses trade; but the question is, does it pay him to lose it better than to keep it—and the answer is, that it most certainly does. For instance: You are getting eight cents for an article and you have a customer who declines to buy on the ground that Kaiser sells it at seven cents. You do not sell her, for she will go to Kaiser's before she will pay you the extra cent. Very well; you lose that sale and to that extent you "lose trade." But suppose you thought you had to meet Kaiser's price and lowered your figure to seven cents. You would then make the sale that now you have missed, but at the cost of one cent on each and every one of these articles you might sell. In other words you would be paying out dollars in order to take in pennies. And that is what the short sighted merchant does—he of whom we later read as having dropped by the wayside —"crushed out by the killing competition of the 'big department store,'" or some similar rot.

* * * * *

It is interesting to note some of the effects of an impression that has become general, such as I have suggested might be general if more retailers should, singly and alone, stand up for what is justly their

This is observable in general economic conditions all around us. Prior to 1907, prices steadily rose; every day we read of a limit "the highest yet," in this or that line of commodity. And with the rise in the "limit" there arose a sullen protest against conditions. One man grumbled to his neighbor, who maybe had not thought about things very much, and then the neighbor added his wail to the man's. Then each spoke to another, and there were four grumblers. Next day there were eight—then sixteen; and the numbers grew. It was all quiet, almost inarticulate. But the strong sentiment was there, and stayed there until the feeling penetrated "the seats of the mighty,"—and we know the result. "Lack of Confidence" and all that, meant universal protest on the part of the under dog.

This sort of thing is coming again. It is almost upon us now. The protest arises to "high heaven" that things are not evenly distributed, and that somebody is getting rich to fast. The protestors are "not organized," just the same as the retailers are not! but the feeling is becoming universal and in just a little while "something" will "happen" again.

Work as Individuals.

Let retailers learn what is right; what are their rights; what is good for them and what is fair to the other fellow; and then individually hold out for their own dues, and they will get all that is coming to them. It will be an example of the overwhelming weight of a kind of public opinion, which, as you know, even statesmen are bound to respect.

Picture to yourself this situation:

Let all the salesmen for all houses which have not shown a proper regard for retailers' rights go out on their daily mission one day, and be turned down cold by every merchant. Let their reception be about as usual —"Glad to see you, John," and all that — but when it gets down to the order, let the answer be, very quietly: "No; think I don't need anything to-day; can get along until next week all right." Let this continue throughout that day; and the next; and the next, for a week. Do you not think there would be somebody hustling around to see how the retailers migth be "placated?" Indeed there would be. And, moreover, he would come prepared to "eat crow."

* * * * *

And the foundation of all this kind of betterment is the individual retailer standing up, by himself, for his rights.



No. 31

DISPLAYING ADVERTISING MATTER.

How many merchants display to the best advantage the advertising matter with which they are supplied by the manufacturer. As much care is needed in the decoration of the interior as in the trimming of a window. It must not be forgotten that paint advertising matter, when hung carefully and with some attempt at harmonious effect, fulfills a twofold object—the advertising of the paint and the brightening up of the whole interior of the store. Very few manufacturers turn out hangers, posters, or whatever it may be that are not really artistic in themselves, and worthy to be displayed, even if they advertized nothing in particular. In fact some of the color schemes are worth framing and hanging up in the average parlor.

Besides, this matter is very attractive to the customers. The colors at once catch the eye, and a purchaser who probably only entered the store to buy a small article of hardware is led to look at a color scheme and eventually to become interested in the question of painting his house.

The great point in hanging advertising matter is to select the best locations. A survey of the interior should quickly tell the merchant these places. It must be remembered that the customer will not go around looking for the advertisements. Places must be selected that will readily command his attention, and best show off the particular form that the matter takes. A square card should not be placed where a long rectangular one would look better, and vice versa, while an advertisement of any particular combination of colors should not be placed where those colors will not harmonise with the general surroundings. The idea is to attract the attention of the customer, and to hold his attention afterwards. Therefore the more attractive the general arrangement, the better the chance of doing this.

Excite the admiration of a customer by the display of a well painted house, barn, floor, etc., and the work of the salesman is half done. Without these signs stories the salesman will have much harder work in many cases to convince a customer that his house is in need of paint. Advertising matter is thrown away unless it is well displayed.

There is one other point in the display of advertising matter and that is that care should be taken to have it up to date and appropriate to the season. Now that the merchant is working hard to push fall painting he must see that there is nothing displayed on his walls or counters that unmistakably refers to spring or summer painting. A lot of the matter is so arranged that there is no particular reference to the season, but in some designs undoubtedly the whole refer ence is to spring, and therefore the mer-

Every woman who passes your store will come in some day for

M L

Floorglaze



It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street

M.R.M. HORSE NAILS



Hardware dealers make good profits by stocking this popular brand of Horse Nails. Made from Swedish rods by the new cold process. M.R.M. Horse Nails are capable of caring for all the farrier's nailing problems.

Great holding and driving qualities.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

chant should be careful to take these down. If a customer sees a particular attractive hanger referring to the advantages of painting in the spring he will probably, being impressed with the hanger, decide to follow it out and wait for the spring.

Only show at this time pictures that refer to fall painting. Impress upon the observer that this is the only, and the best time to paint, and that the man who waits for the spring not only loses one of the best times to paint but that his house or whatever it may be is sure to suffer great injury by his deferring the job.

PAINT AND OIL MARKETS

MONTREAL.

October 21.—On the whole business conditions have been very good. Sorting up orders have come in steadily, while although the high prices on linseed and turpentine have conduced to very conservative buying, in these lines orders have been satisfactory, as with stocks light merchants have had to replenish them. A good consumptive demand is noted, and there is plenty of fall painting going on.

There is no change in prices. Linseed is still at old prices, but very firm. Turpentine is unchanged, but from advices received from the South it looks as if higher prices would obtain in the near future.

Turpentine—The market is unchanged from last week. Advices from Savannah report that figures are higher, and this will probably have a sympathetic effect upon the local markets. The demand is good. Buyers are apparently tired of waiting for lower figures which have not come and are purchasing more freely. We quote $1 to $1.02.

Linseed Oil.—No change is reported in the linseed oil situation of any great importance. The condition of high prices and scanty supplies, which has prevailed for so long still continues. There was a rapid jump in the English market, but prices fell away again, and local conditions remained unchanged. The demand is good under the circumstances, with holders not encouraging purchasing. We quote $1.08 for raw and $1.11 for boiled.

White Lead.—The market situation is unchanged. The dry article is higher in price and therefore an advance may come at any time in ground white lead. Buying is very good, and markets are much more together than they were. We quote $6 to $6.50 according to brand.

Varnishes and Japans.—Varnishes and japans are in good demand, and the bulk moving is reported to be satisfactory. There is a good household demand and varnishes in tins are rapidly getting very popular.

Putty.—There is a fair demand for putty. The market is firm, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Oct. 20.—A further advance has been made this week in linseed oil prices, quotations running higher than known in recent times. This is the only paint commodity which shows altered prices.

Trading is satisfactory, though more business could be handled were it offering. The continued fair weather should induce outdoor painting, and provoke business, but the high cost of oil and "turps" seem to have warded this off.

These higher prices have tended to bring substitutes to the front, one jobber averring that there must be ten barrels of substitutes moving to one barrel of pure linseed oil. It can be said, however, that some of these substitutes seem fair value for the money asked.

Linseed Oil. — Another advance has taken place in oil, the crushers on Monday last having sent up the price three cents per gallon, which has forced the jobbers also to advance their prices three cents. The English price for oil delivered in Toronto, say the jobbers, is so high that they are not at all likely to handle any. United States crushers are still buying all the flaxseed they can find on the market in Manitoba and Saskatchewan, so that Canadian crushers have no hope of securing any too much Canadian seed this year from which they can produce oil without a loss at any better figures than the present prices named. There is still a difference in some of the market quotations offering by various jobbers, the range running from $1.10 to $1.12 for single barrels of raw oil, and 3c higher per gallon for barrel lots of boiled linseed oil.

Turpentine—In regard to turpentine, the price remains stationary, and there does not appear to be any relief in sight. While the past month seems to have been favorable to the producing of the gum from the trees, the year's supply so far is very much below the quantity anticipated, and the stock now on hand is hardly one-half of what it was a year ago. Producers of turpentine have been pushing forward their supply as rapidly as possible, induced to do so by the high prices. Reports to-day from the South indicate that a serious storm of wind and rain has been raging in Florida and all Southern States, having just reached there from Cuba, where an extraordinary amount of damage has taken place. This will, no doubt, interfere with the gathering of gum and prevent the usual quantity of turpentine coming forward for the next week, and may make for another advance in the near future. The range of prices is narrowing locally, $1.02 and $1.03 being the figures asked for single barrels of "turps" this week.

Rosin—Conditions governing turpentine hold true of rosin. The market is stiff with trading fair. "G" rosin is at $3.25 per hundredweight, single barrels.

White Lead.—Steady trading is passing. Jobbers look for higher prices sometime next month. "Government stand-

VARNISH.

THIS VARNISH QUESTION, with its variety of name, quality, style and price, is most perplexing to the dealer. Why not solve it satisfactorily to yourself and your customers alike, by booking a trial order for the handsomely lithographed Brandram-Henderson specialties?

DEPENDON

REGISTERED

Light Hard Oil Finish, for furniture and hard or soft interior woodwork, is proving to be one of our very best propositions.

EVERLASTIC

REGISTERED

Quick Drying Floor Varnish gained instant popularity, and will give absolute satisfaction to your trade as one of the very best things for floors.

GOLD MEDAL

Inside and Outside Varnish is sure to please the user on front doors, porches and bathroom woodwork.

With these three Varnishes for household purposes in stock, you need no others. Cultivate simplicity.

Write to-day for full details regarding these reliable varnish specialties.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty,** another important stone which must be a part of the foundation as well, can be added so easily—just build your business on

The Martin-Senour Paints

100 Per Cent Pure

and you need have no fear of the future—your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful,** better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money—it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

SANI-FLAT

Are you handling "SANI-FLAT," the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet? Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

Made in white and 12 colors. A line that will prove a very popular one in your paint department. Send for color card and prices.

BENJAMIN MOORE & COMPANY

LIMITED

West Toronto

New York **Chicago** **Cleveland**

and" is at $5.65 per hundred for ton lots, and $5.90 for less quantities. Pure white lead is around $5.90 to $6 per hundred.

Red Lead—Sales are fair, considering the lateness of the season, though more business could easily be done. Quotations hold at $5.75 per hundred in casks, for genuine, and $4.25 for No. 1.

Putty—Splendid business has been done in putty this fall, and just now is steadily satisfactory. Prices hold firm. Bulk in barrels is at $2.20; in 100-lb. drums, $2.45; bladders in barrels, $2.70; in 100-lb. irons, $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs; cased, $2.80. "Special" putty is 10 cents below these prices, and "pure" is 35 cents higher.

Glass—Trading is very good just now, and shipments are fairly heavy. Glass is one of the most active lines at present. The market is firm, but prices are considered low. The discount runs between 30 p.c. straight and 30 and 5 p.c.

Petroleum—Coal oil lines are steadily active, with prices stationary. Canadian prime white is 13c; American water white, 14½c; and Pratt's astral, 17c. Benzine and gasoline are pretty prominent in shipping orders.

PUSHING PAINTS.

A North Dakota firm writing to Iron Age Hardware on the question of pushing paints says:

I find that it pays to handle paints. I buy right, and that is the main thing about the paint business. I am located in a small town, so my sales do not run very high; still, I have to keep a fairly good stock in order to get the trade and do not figure on turning my paint stock more than twice a year. To illustrate the profits in this line of business I will give you prices in July.

High grade paints then cost, laid down here, $1.68 per gallon, and sold for $2, a very small margin where a person cannot sell a large quantity. By buying the paint last fall, which I did, at $1.35 and freight 13 cents, the paint cost me $1.48 a gallon, a very satisfactory profit.

I have been in this town only eight months, but do not think that I make it too strong in saying that I have increased paint business 150 per cent., mostly by keeping my stock well assorted and by advertising. Furnishing my jobbers with mailing lists and having them write my customers personal letters and send them circulars has proved very successful.

In painting season I always use a good size space in our local paper for paint exclusively, and at the same time have an attractive window display as I know how. When a customer comes into my store, I as a rule, find a way to call his attention to my lines of paint. Paint, more than anything else, must move in order to pay.

PAINT SALESMEN TESTED.

Several paint salesmen in the Chicago territory were recently placed in a trying and peculiar position. A purchasing agent called on several paint manufacturers for a sample gallon of paint. This he applied to suitable sizes of metal and submitted to tests very trying, one of which was the placing of these samples above the storage tank in the room in which they concentrated their sulphuric acid. The fumes from the acid combined with the live steam from the room soon showed results.

Later on the buyer called in the representatives of the various paint manufacturers from whom he had secured samples, presented them with the specimens tested, asking them to point out the first, second and third best. As there was nothing about the sample to indicate whose paint was used, and as their numbers varied for each manufacturer, the salesmen got no clew from the number as to whose paint he was passing upon. The salesman for Carbonall Metal Preservative, made by the Good Paint Co., Chicago, selected his paint three times out of five for first place and one time as second, and failed to list another time at all.

S. W. P. TRAVELERS' CONVENTION

The annual convention of the Sherwin-Williams Company's managers and traveling representatives from all parts of the world will be held at their Chicago works, October 24 to28 inclusive. Their meeting of general-managers and sales managers will be held prior to the general meeting, also at Chicago, on Friday and Saturday, October 21 and 22.

On Wednesday of this week, the managing director of the Canadian company, C. C. Ballantyne, left for Chicago, accompanied by R. C. Mission, Montreal sales manager, W. S. Fallis, Winnipeg sales manager, and L. W. Kelson, manager of the promoting department. The twenty-five Canadian traveling representatives will leave on Saturday night, to be on hand when the big convention opens on Monday morning, October 24.

Jos. R. Henderson, president and general manager of Brandram-Henderson, Ltd., Montreal, was in Toronto on Wednesday last.

Through an error in last week's issue of Hardware and Metal, reference was made that G. M. Edwards was general-manager of Brandram-Henderson, Ltd. This is an error as J. R. Henderson is the president and general-manager, Mr. Edwards being manager of the Montreal works.

In your advertising you should keep in mind that you have but one object to accomplish—to sell goods. An advertisement is a salesman. A salesman's ability is measured by the amount of goods he sells, and an advertisement's merit should be measured by the same standard. Advertising is salesmanship on paper.

General Instructions

in selling the

CANADA PAINT CO.'S PAINTS

A number of salesmen in Hardware establishments are frequently at a loss in talking to a prospective buyer or in handing out a tin of Ready Mixed Paint, about the properties of the Paint and how it should be used. A few hints may be given, and if they are attended to and judiciously conveyed to the customer while the parcel is being done up, they will probably be appreciated, and will tend to show that the Salesman knows his business and takes an interest in his work.

The surface to be painted should be clean, dry and absolutely free from grease. All places showing sap and all knots must be shellacked. Do not grudge a little labor in preparing the surface; the operator will be well rewarded when the work is done. All Ready-to-Use Paint should be thoroughly stirred from the bottom of the tin, and if the surface to be painted is dry and porous the paint for first coat should be thinned by adding a little Raw Linseed Oil for outside purposes or a small quantity of Turpentine for inside work.

Never apply a second coat until the first is hard.

Paint not actually in use must be kept covered, otherwise it is liable to become "gummy" and unworkable.

Point out the necessity of keeping the brushes in good order. They must either be new or thoroughly cleared of old paint to do first-class work and avoid "streaks." Keep the "small boy" and the cat out of the way until the job is thoroughly dry.

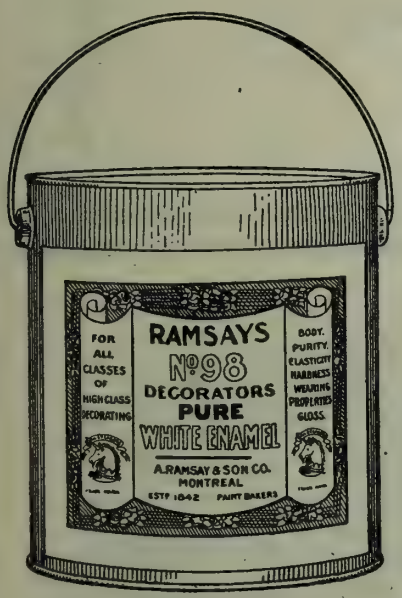
Finally, see that each package of Paint and Varnish bears the name of the

CANADA PAINT Company, Limited

Decorators' Pure White Enamel

We are telling you about this Enamel, just so that you will know where to procure a high grade white, for high grade work, when you want it. Many Canadian dealers are paying exorbitant prices for an imported Enamel, because they do not know that right here in Canada is to be found an Enamel that outclasses any of the imported goods.

This is the sign—



If any dealer wants to see just what Ramsay's No. 98 is like, he can have a sample for the asking of it. A sample is all that is necessary to prove that Decorators' Enamel need not be imported into this country at high prices.

Would you like to have a sample?

A. RAMSAY & SON CO.
Established 1842
The Paint Makers
MONTREAL

The paint problem is solved when you handle the paint that never fails to satisfy—

NEW ERA PAINT

The Paint Problem

It's the paint every hardwareman should handle—an honest paint that brings a profit.
"NEW ERA PAINT" will last longer, hold its color better and cover more surface than many a higher priced brand, and is perfectly pure.

Standard Paint & Varnish Works Co., Ltd.
WINDSOR
ONT.

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	Inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

There's no argument required to sell

LACQUERET
HOUSEHOLD LACQUER

You have only to mention its many uses in the home, in brightening up old furniture or dingy woodwork, to effect an immediate sale.

LACQUERET
TRADE MARK
HOUSEHOLD LACQUER

The Brightener of the Home

"*Lacqueret*" is neither a paint, enamel nor varnish, but a brilliant and transparent lacquer. It dries hard, and remains hard, colors will not fade, can be applied by anyone and is thoroughly sanitary. Keep a full line of this wonderful seller.

N.B.—All goods are sold in Imperial Measure Packages.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO and WINNIPEG

New York Chicago London Berlin Brussels

238

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

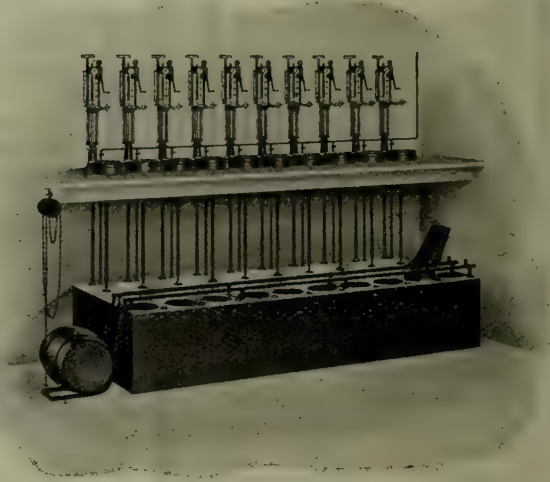
QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

Do You Know About the Varnishes That Are Being Made at Bridgeburg, Ontario?

THESE Varnishes have resulted from over sixty years of studying finishing problems and working out special varnishes to meet the special requirements. There are over 300 Pratt & Lambert Varnishes, and every one has been tested, not only for general durability, but even with special apparatus, for the very wear it receives. You will find them absolutely uniform too — they satisfy customers, not once, but every time.

Pratt & Lambert Varnishes Will Help Your Business

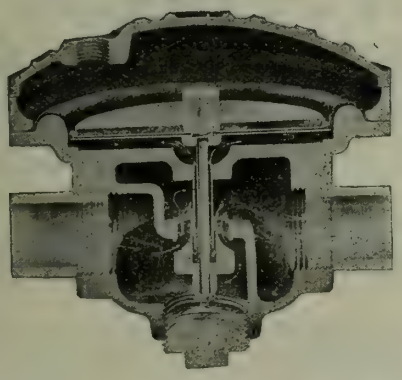
The dealer in your town who stocks Pratt & Lambert Varnishes, puts himself right in line for all the best varnish trade — puts himself in line for quick and profitable varnish sales.

Do YOU want to be that dealer? If you want to know more about Pratt & Lambert Varnishes and the complete co-operation given every Pratt & Lambert dealer, drop a card right now, to

PRATT & LAMBERT-INC.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES
BRIDGEBURG, ONTARIO

LONDON PARIS HAMBURG NEW YORK BUFFALO CHICAGO

Distributors: Stewart & Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba. Calgary Paint & Glass Co., Calgary, Alberta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.



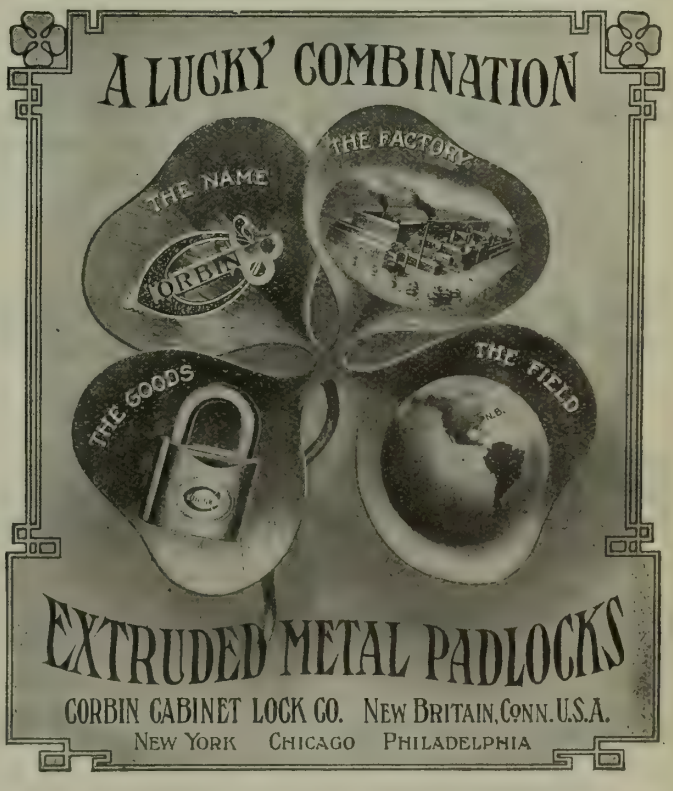
Mr. Dealer

this is for *you*

Write to us about the GAS CONTROLLER Business

WESTWOOD BROS.

SALES AGENTS FOR
CANADIAN GAS USERS ASSOCIATION
633-637 Queen Street West TORONTO, ONT.



CABINET, TRUNK, SUIT CASE LOCKS AND TRIMMINGS.
MISCELLANEOUS HARDWARE, KEYS AND KEY BLANKS.

Thorne Hold-Fast Metal Bar

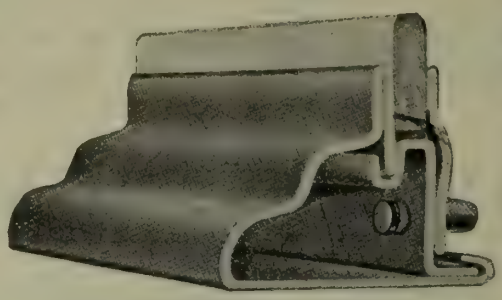
For Modern Store Fronts

If you want the BEST, the STRONGEST, the simplest and most DURABLE Metal Store Front Construction on the market to-day, INSIST on THORNE BARS.

The up-to-date merchant can have no better asset than a Thorne Hold-Fast Store Front for displaying his goods.

WRITE US

GLASS for Building Purposes



DRIP SILL AND METAL SASH NO. 20

All bars can be supplied in Plain Copper, Polished Copper, Oxidized Copper, Nickel Plated Bronze and Brass.

Write for special catalogue and full particulars. Our representative pleased to call on request and furnish you with full detailed information.

WRITE US

GLASS for Building Purposes

Canadian Agents

THE HOBBS MANUFACTURING CO., LIMITED

LONDON TORONTO MONTREAL WINNIPEG

THE

HULL & LIVERPOOL RED OXIDE CO. LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

CHANCE'S

Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham. England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

AGENTS FOR CANADA

B. & S. H. Thompson & Co. LIMITED

381 St Paul Street - MONTREAL

VICTOR TRAPS



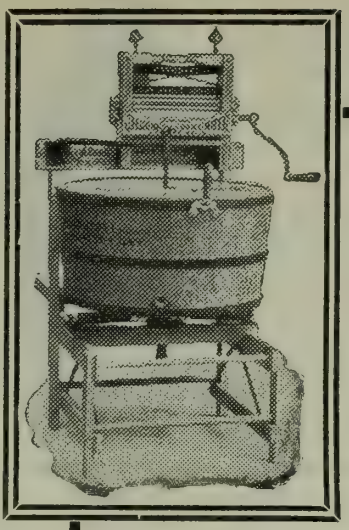
A Reliable Trap at a Moderate Price

EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.
Niagara Falls, Ont.



WASH-DAY

loses half its terrors if the housewife is doing her washing with

CONNOR
BALL-BEARING
WASHER

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF.** The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

WRITE FOR DETAILS AND PRICES

J. H. CONNOR & SON, LIMITED OTTAWA

A High Grade Babbitt Metal



At A Moderate Price

"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal St. John Toronto Winnipeg

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal Busby Lane
Toronto Mercer Street
Winnipeg Market Street
Vancouver Columbia Ave.

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

Special prices direct to merchants.

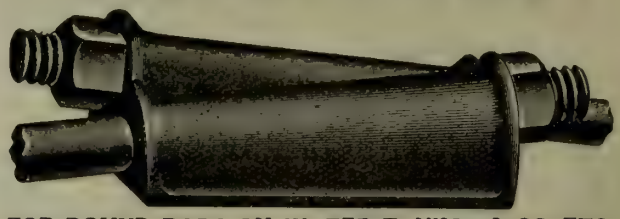
Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.



TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*



Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY

MONTREAL, QUE.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK

GRANTED 1562

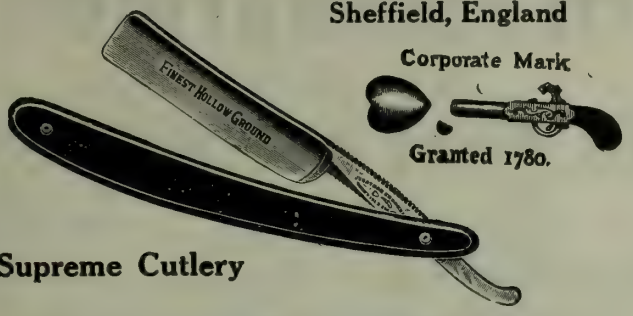
Sole Agents for Canada

James Hutton Company

Montreal

Jonathan Crookes & Son

Sheffield, England



Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

THREE REASONS
Why you should stock

Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

Ask your Jobber or Write Us.

Royal Polishes Company
MONTREAL



MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

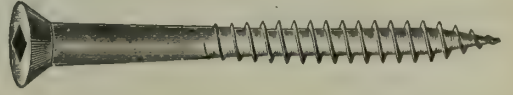
Send for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

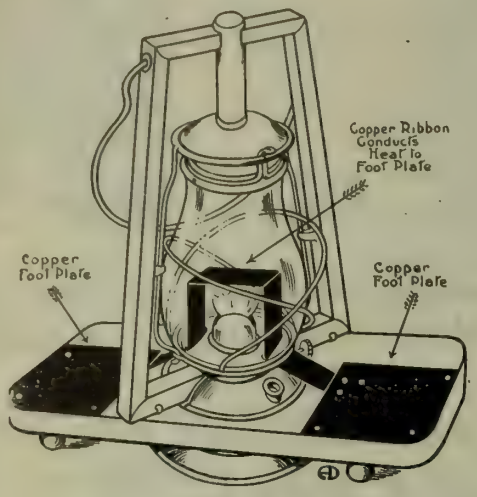
Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer!



Do YOU Want a WINNER?

Something NEW to show your customers that they will buy and be pleased with.

ECONOMICAL AND CANNOT DAMAGE THE ROBES.

SCIENTIFICALLY DESIGNED
MECHANICALLY PERFECT

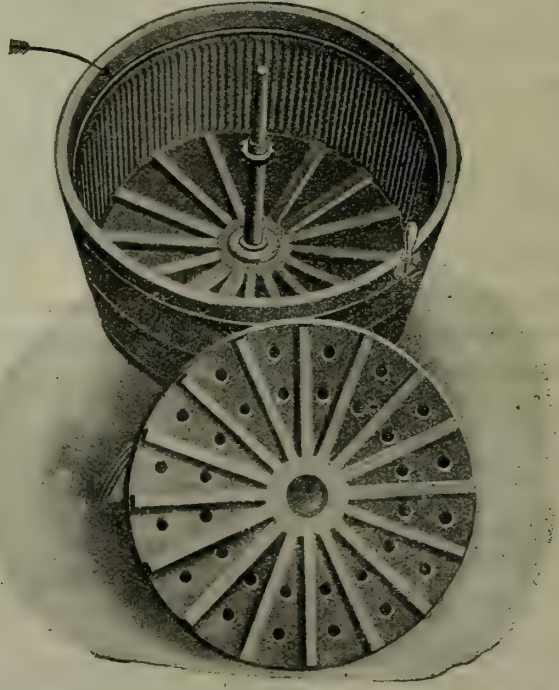
For Sale by all Jobbers.

Manufactured by

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

A Study in NEW CENTURY WASHER CONSTRUCTION

Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are

Exclusive Features

that cannot be copied

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the

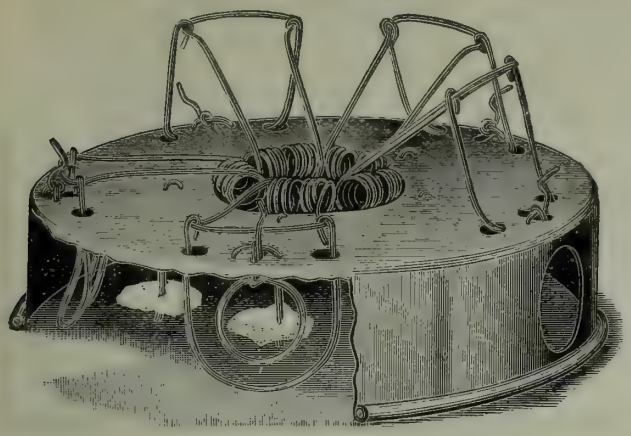
New Century

and other kinds.

CUMMER-DOWSWELL, Limited, Hamilton, Ont.

W. L. Haldimand & Son, Montreal, Eastern Agents. ***MAKERS*** H. F. Moulden, Winnipeg, Western Agent.

MOUSE AND RAT TRAPS



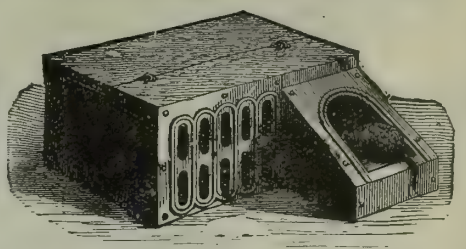
The Metallic Mou e Trap

MOUSE TRAPS

Delusion, Metallic, Out of Sight, Sure Catch, Wood Choker, Snap Shot, Revolving, French.

THE DELUSION MOUSE TRAP.

E. T. WRIGHT & CO. Manufacturers. Hamilton, Ont.



DIRECTIONS:—Put as large a Piece of Cheese or Cake as you can crowd into the Bait Box, fasten the lid, place the trap in a desirable place, and it never fails.

To Kill the Mice—Let them out into a pail of water

RAT TRAPS

Cam Lock, Out of Sight, Sure Catch, French.

E. T. WRIGHT & CO., (H. G. Wright) Hamilton, Canada

Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg. Man.
Eastern representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Vancouver distributing agents---Macpherson & Teetzel, Vancouver, B.C.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

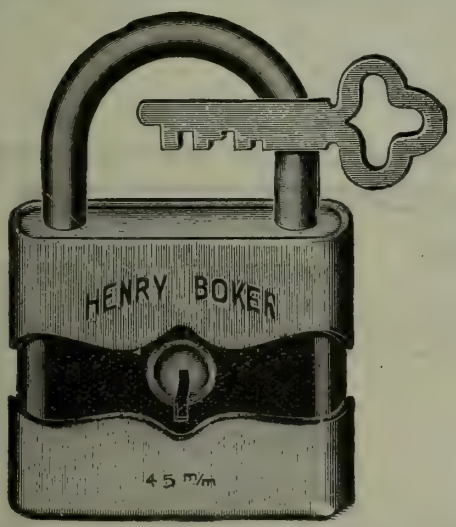
SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***



Henry Boker's Automatic Safety Padlocks

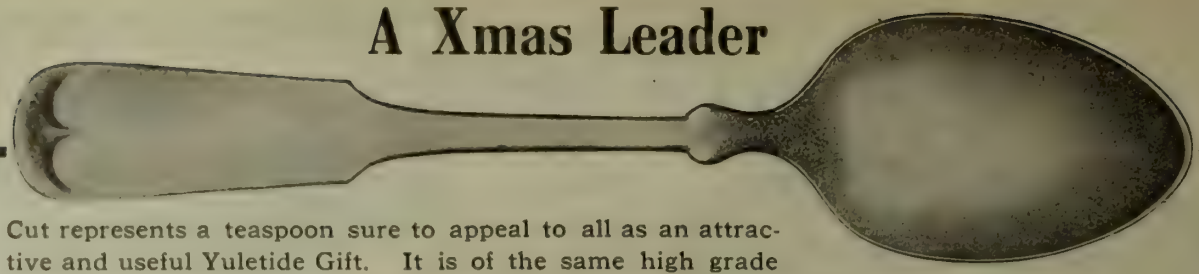
Everyone guaranteed to give entire satisfaction.

Also a complete line of strictly high-grade Locks, such as:

Chest, Till, Cupboard, Desk, Etc.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES

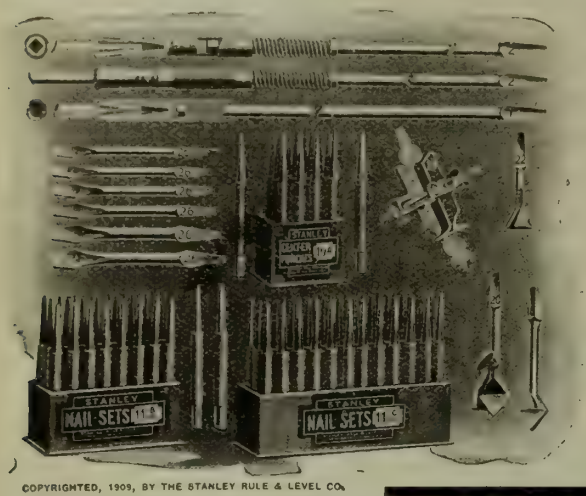
A Xmas Leader



Cut represents a teaspoon sure to appeal to all as an attractive and useful Yuletide Gift. It is of the same high grade metal throughout---no plating to wear off. In fact, the longer in use the whiter it becomes. Our guarantee in every box.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS—J. MacKay Rose, 88 McGill Street, Montreal, Que., N. F. Grady, 61 Albert Street, Toronto, Ont., David Philip, 291 Portage Avenue, Winnipeg, Man.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We show here another group of Tools we manufacture.

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach.—Will follow up a 5-8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws. Send for catalogue.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

You Can Handle More Business

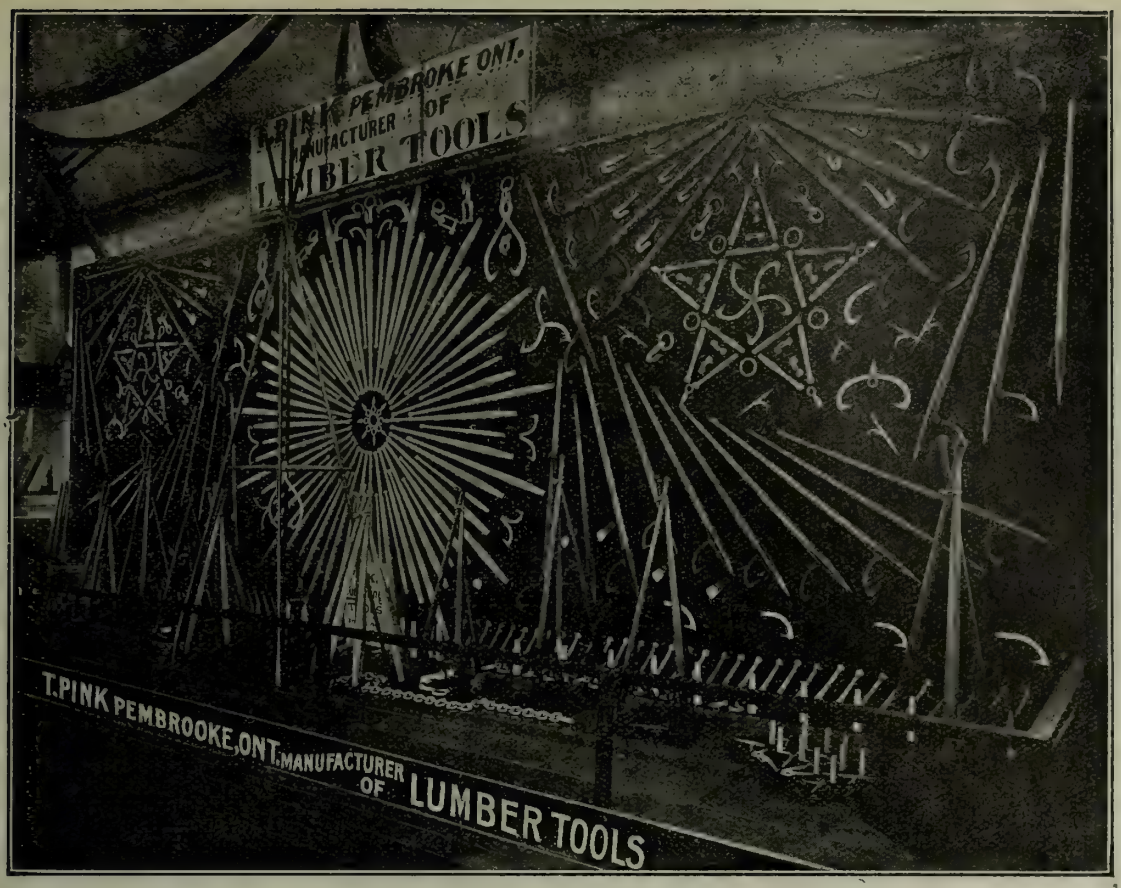
No matter how large your present volume of trade may be, it is likely that you are looking for more. Here's a hint which, if you act on it, will certainly increase your volume of trade and your net profits. Start now to sell the McFarlane & Douglas line of

METAL CEILINGS AND WALLS

This line pays big profits to men who get out and hustle for business. And it is easy to sell—so full of selling points. It appeals to people on the ground of Health, Economy, Beauty and Protection from Fire. Our catalogue will give you an idea of the extensiveness of our range and the beauty of our designs. Write for a copy.

McFarlane & Douglas, Limited, : Ottawa, Can.





Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

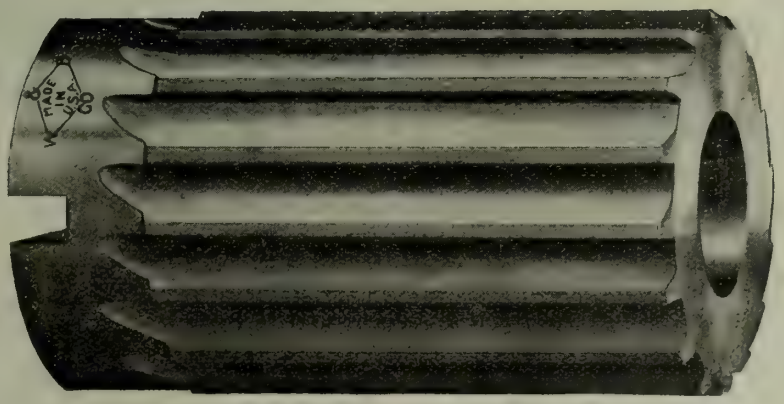
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture and is subjected to the most rigid tests and inspections.

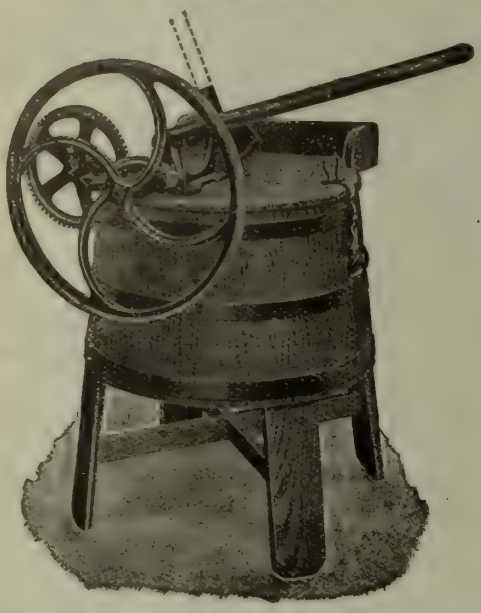
We carry the largest and most complete stock of Twist Drills and Reamers in Canada and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

The London Foundry Co., Limited

LONDON, CANADA



GIFT-HUNTING FRIENDS

will be grateful to you for the suggestion that one of our

TABLE KETTLES and Stands

would prove a most acceptable present.

They are made in a variety of most artistic designs in polished brass or copper, nickel-plated and silver-plated, and are fitted with asbestos force-draught lamp.

Write for illustrated catalogue.

THE BUFFALO MANUFACTURING CO.

Canadian Representatives BUFFALO, N.Y.

H. F. McIntosh & Co., 28 Toronto St., Toronto.

Guaranteed Metal Pumps for The Trade

The Famous "Aremacdee" Brand includes every type of hand or motor pumps for force pumping or ordinary use about the farm and house. Each pump carries a guarantee that protects the local dealer.



Careful castings and fittings, properly machined for accurate action, make "Aremacdee" Pumps the kind that help a dealer's local reputation and bring him sales.

Write for Large Catalogue and Trade Terms.

The R. McDOUGALL CO., Limited

GALT, CANADA



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.

Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke.

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary. Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

MADE IN CANADA

You want a new supply of Stationery for your office?

Well! You want good paper. That's one sure thing!

SUPERFINE LINEN RECORD

is the best for Letter Heads, Blank Books, Loose Leaf Forms, etc.

SAMPLES ON REQUEST.

THE ROLLAND PAPER COMPANY, LIMITED

HIGH-GRADE PAPER MAKERS

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

An Ideal Lighting Plant

and one which can be handled and installed by every hardwareman is the

Monitor Acetylene Generator

(Canadian Patent No. 118217)

It is absolutely safe, easy to recharge, gives a uniform gas pressure and is perfect in action. The Carbide Feeding Device operates outside. so that it cannot form accretions, become clogged or encrusted with lime salts.



Approved by the Canadian Board of Fire Underwriters for installation in any building in Canada.

Write for catalogue and particulars

Department "E"

The Monitor Manufacturing Co.

FREDERICTON, N.B.

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.

No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing. iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra..

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 75
All bright, 52 sheets	3 70	3 75

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 21
Wiping	0 18½	0 19½

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	6 25	5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $38 00 37 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$7 00
I X, 14x20 base	8 00
I X X, 14x20 base	9 00

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14. $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure		0 09
Chrome yellow "		0 18
Golden ochre "		0 11
French " "		0 09
Chrome green "		0 11
French permanent green"		0 15
Signwriters' black "		0 17
Marine black, 25 lb. irons		0 05

GLUE.

French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" brand	1 50
Moore's pure linseed oil, H.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 13
U.S. Water white "		0 14½
U.S. Pratt's astral "		0 17
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 18½
Benzine, per gal single bbls		0 16½
Turpentine, single barrels	0 99	1 01
Linseed Oil, " raw	1 08	1 10
" " boiled	1 11	1 13
Rosin, "G" grade, bbl lots, 100 lbs.		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
" Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 03½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 30c.; cut laces, 35c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ¾ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ¾ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ¾ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

Amatite ROOFING

When a man is under the necessity of using a lot of roofing, he is pretty sure to study the subject with great care.

That is why Amatite is so often used on the big ready-roofing contracts.

A man who has only a few hundred feet of roof will often be careless in his choice of roofing, but when it comes to thousands of square feet Amatite is sure to be used.

The following is a typical instance:

Buy It—and You'll Never Need Roof Paint

Paterson Manufacturing Company.

Dear Sirs: We wish to inform you that the "Amatite" Roofing which we have used on our office, storehouse, lumber shed and barn has given most satisfactory service.

The area that these roofs cover is about 15,000 square feet. The roofing is unusually attractive in appearance, and in our judgment is the most durable and satisfactory made. The fact that it requires no painting appeals to us very strongly, and this feature makes it by far the cheapest ready roofing on the market.

CITY LUMBER & COAL COMPANY.
[Signed] F. B. Boardman, Treasurer.

The economy of Amatite is not only in its durability and its price (lower than any other mineral surfaced ready roofing on the market), but also in the fact that *it requires no painting.*

You may be sure it would cost something to paint their big roofs if they used a roofing that needed painting. All that is saved with Amatite.

A sample of Amatite will be sent you for inspection free if you will send name to the nearest Paterson office at once.

The Paterson Manufacturing Company, Ltd., Montreal, Vancouver, Toronto, St. John, N.B., Winnipeg, Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 25
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BINDER TWINE.

600 feet, sisal	0 07½
300 " standard	0 07½
550 " " manilla	0 07½
400 " "	0 08½
550 " " "	0 09

Car lots, 1c. less; 5-ton lots, ½c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.	2 20
Bevel edge, 1 inch, doz.	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" " "	1 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	3 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 h, doz.	5 25
Folding handles, 8 inch, doz.	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz	3 00
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 50
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2 25	
Universal meat chopper No. 1	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright	0 60	
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 8 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $6.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in. sizes, $8.50; ball bearing, do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 85
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½
"Singaless" and "Alaska" Nevada silver flatware, 42 p.c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per dos.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1283, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 15
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No. 8, per lb.	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors' or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 55

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch, "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch, "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, sas skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 00
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1340, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cen

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	50 70
Eze, 10 in., per doz.	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge, 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

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Star Expansion Bolt Co., New York

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Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.
The Paris Plow Co., Paris, Ont

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Registers
The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces
D. J. Barker & Co., Picton, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.
Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.
Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

Trucks.
Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners
Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.
Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc
J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co. Hamilton, Ont
D. Maxwell & Son, St. Mary's, Ont

Washing Machines—Power
Excello Specialty Co., Berlin, Ont.

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

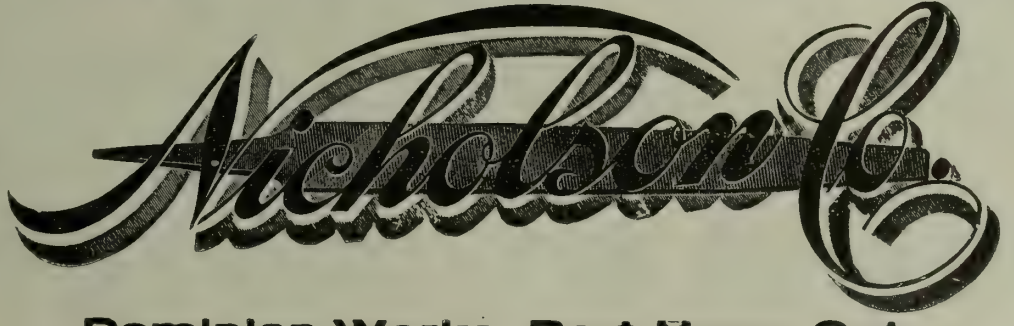
Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

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KEARNEY and FOOT
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GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

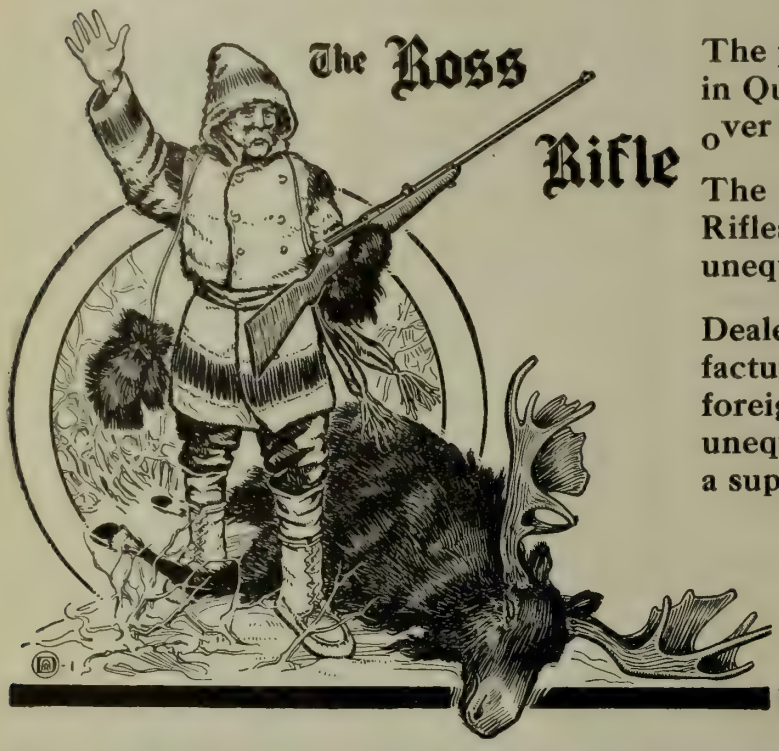
Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. WIRE BARREL HOOPS.
BRIGHT AND ANNEALED WIRE OF ALL KINDS.
Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO
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The plant in which the Ross Rifles are made in Quebec City represents an investment of over $100,000.00.

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Dealers who take a pride in Canadian Manufacturers and prefer helping Canadian to foreign and at the same time sell goods of unequalled value can unhesitatingly stock a supply of Ross Rifles.

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QUEBEC, P.Q.



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When you see this Trade Mark on a Package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All Jobbers supply our goods.

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TORONTO HAMILTON MONTREAL

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STRICTLY HIGH GRADE, TESTED & PACKED







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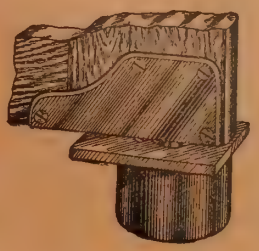
VALVE AND HYDRANT MANUFACTURERS

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CHICAGO SPRING BUTTS







A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

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Get Right with the Building Trade



Cylinder Night Latch, No. 103

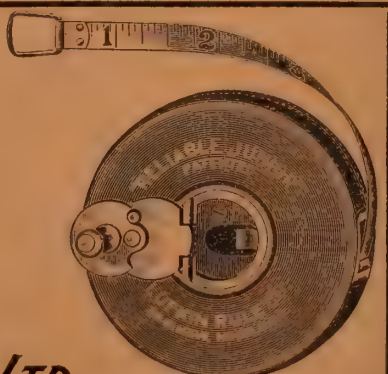


There's a large and profitable trade which can be done in Builders' Hardware, if you are handling our full range of Rim and Mortise Locks, and of Inside, Front and Store Door Sets, unrivalled at any price. Get our prices.

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Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

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WINDSOR, ONT.

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TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

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THE GUTTA PERCHA & RUBBER MFG. CO.

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Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

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The Highest Grade File Made
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BE FILE Particular

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THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia, Pa., U.S.A.

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HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, OCTOBER 29, 1910 NO. 44

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

Thanksgiving Time Again

And once more we wish to thank the many friends of "QUEEN'S HEAD" Galvanized Iron for their active support during the past season; and hope their prosperity may be multiplied as the years go by.

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Bristol, Newport and Montreal

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THE HANDY MAN

or the man who imagines he is a handy man, is as common throughout the land as the sparrow! And, Mr. Retailer, you can appeal most forcibly to him by means of the

"CROWN COBBLER"

It will repair all kinds of **Boots, Shoes, Harness and Tinware.** ∴ ∴ ∴

You'll find it a splendidly profitable line to handle.

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Index to Adervtisers—page 70-71.

The Trail of '98

THE MOST REALISTIC AND THRILLING CANADIAN SERIAL STORY EVER PUBLISHED

has been secured for Busy Man's Magazine, and commences with the November Number. It is from the pen of

ROBERT W. SERVICE

The Canadian Kipling, of whose Books
"The Songs of a Sourdough" and "Ballads of a Cheechako,"
over 100,000 copies have been sold.

Service at one time was an obscure bank clerk in a remote corner of Canada. To-day his name is on the lips of seventy-five per cent. of the population of the Dominion, as a result of his two poems "Songs of a Sourdough" and "Ballads of a Cheechacko."

In The Trail of '98, Service drops the limitations of the poet for the time being, and tells of one of the romances of the rush to the Yukon in '98. With a bold, free pen, yet with all the skill of the poet, he unfolds his story, every line of which conveys to the reader that dramatic interest which is continually expected.

It is not a problem Novel. It has nothing to do with abstruse speculation. In its virility it seems primarily a man's book, yet it cannot fail to interest the woman who likes to hear of strong, brave men and fair women in a rugged land.

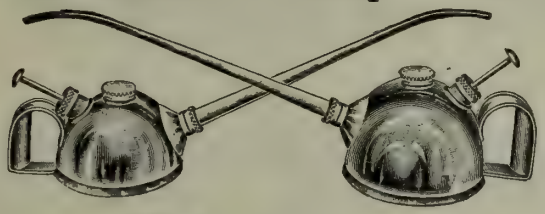
The Trail of '98 commences with the November issue. For the coming winter nights the Busy Man's reader will have in this intensely interesting story a wonderful source of refreshing entertainment.

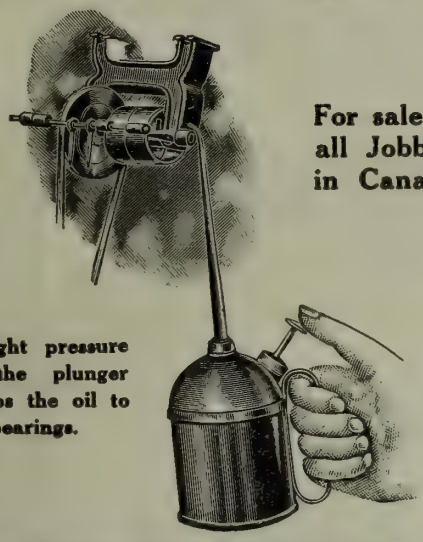
Have your subscription commence with the November Number. Mail $2 to-day and your name will be entered on our subscription list for one year.

Busy Man's Magazine

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Howland's Pump Oilers



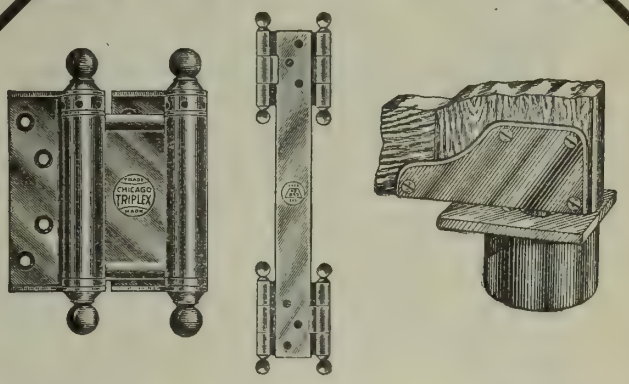


For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



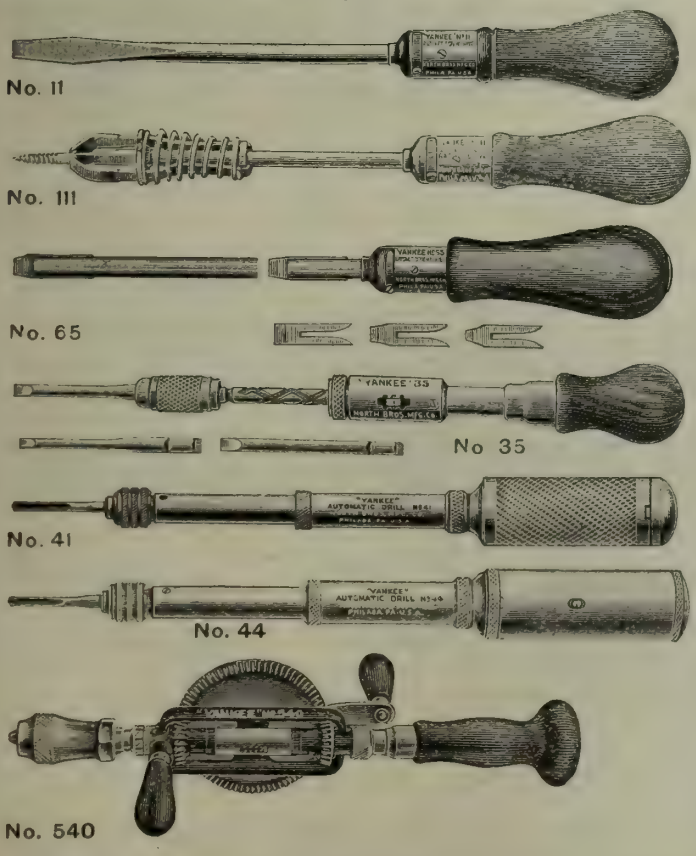
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

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There's Every Reason

why you should handle a large assortment of

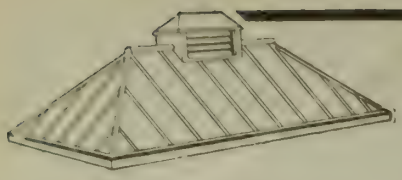
"YANKEE" TOOLS

They are as needful to the Mechanic's outfit as a hatchet and saw. They are preferred by the Mechanic everywhere; and if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

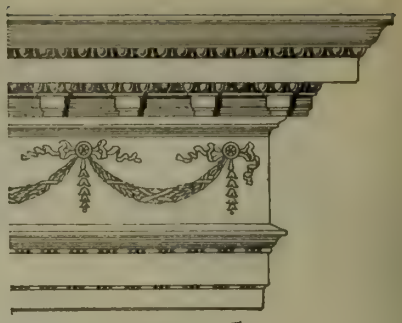
Have your Jobber send you a sample lot of the best selling "Yankees," there are 35 styles and 75 sizes to select from. We furnish local advertising matter with your imprint free for the asking.

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NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Two profitable lines for the down-to-date hardware dealer



METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building.

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

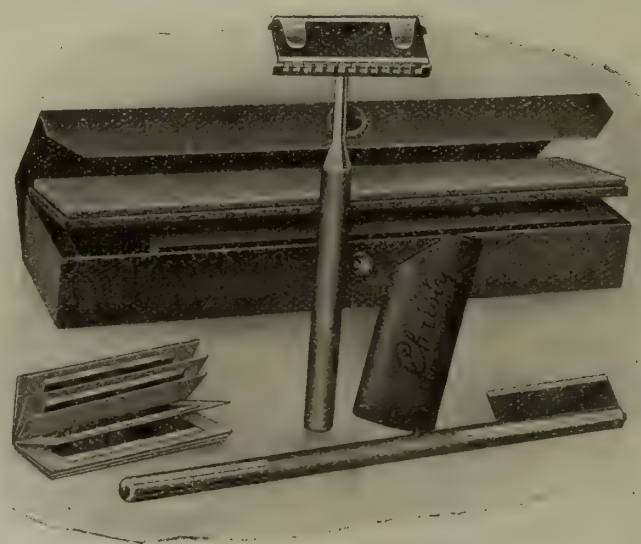
57

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwareman**

Write for Terms to the Sole Manufacturers



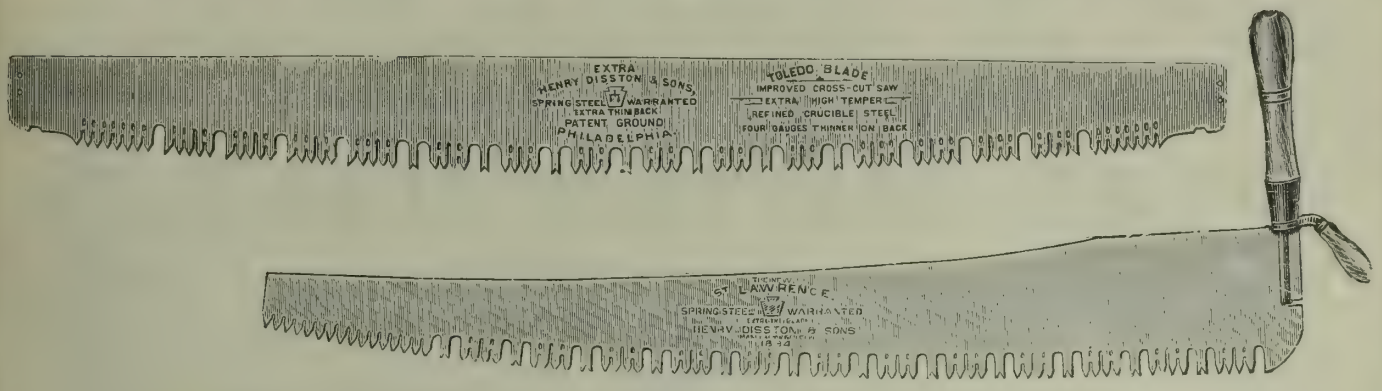
The "CHRISTY" Safety Razor Outfit.

Complete WITH **Six Sheffield Steel Blades, Strop-Holder, and Strop.**

RETAIL PRICE: **$1.50**

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

DISSTON'S

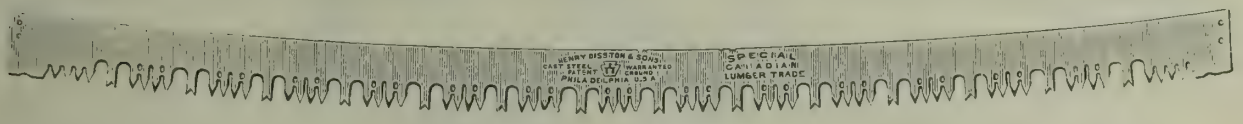


ST. LAWRENCE—The fastest cutting saw in the world.

TOLEDO BLADE—5 gauges difference between the tooth edge and the back, made from

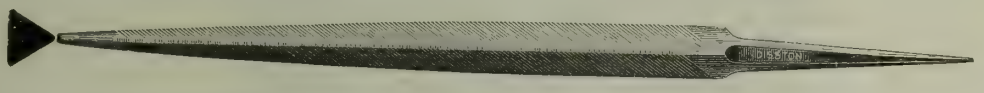
DISSTON'S BEST QUALITY STEEL

This description applies to both of the above lines.



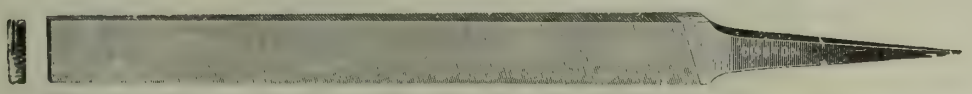
DISSTON'S TRIUMPH TREE SAWS

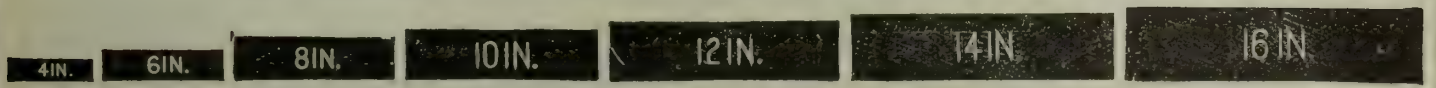
Disstons are the original makers of this pattern saw. No description or advertisement necessary. It is known by every lumberman and dealer in America.





Regular Taper, Single Cut.





Mill, Bastard.

To file Disston's or any other good Cross Cut or Hand Saws DISSTON'S FILES should be used. DISSTON'S SAWS are the standard of the world. DISSTON'S FILES soon will be.

LEWIS BROS., LIMITED

IMPORTERS AND DISTRIBUTORS

MONTREAL

OTTAWA TORONTO VANCOUVER

It Pays to Please

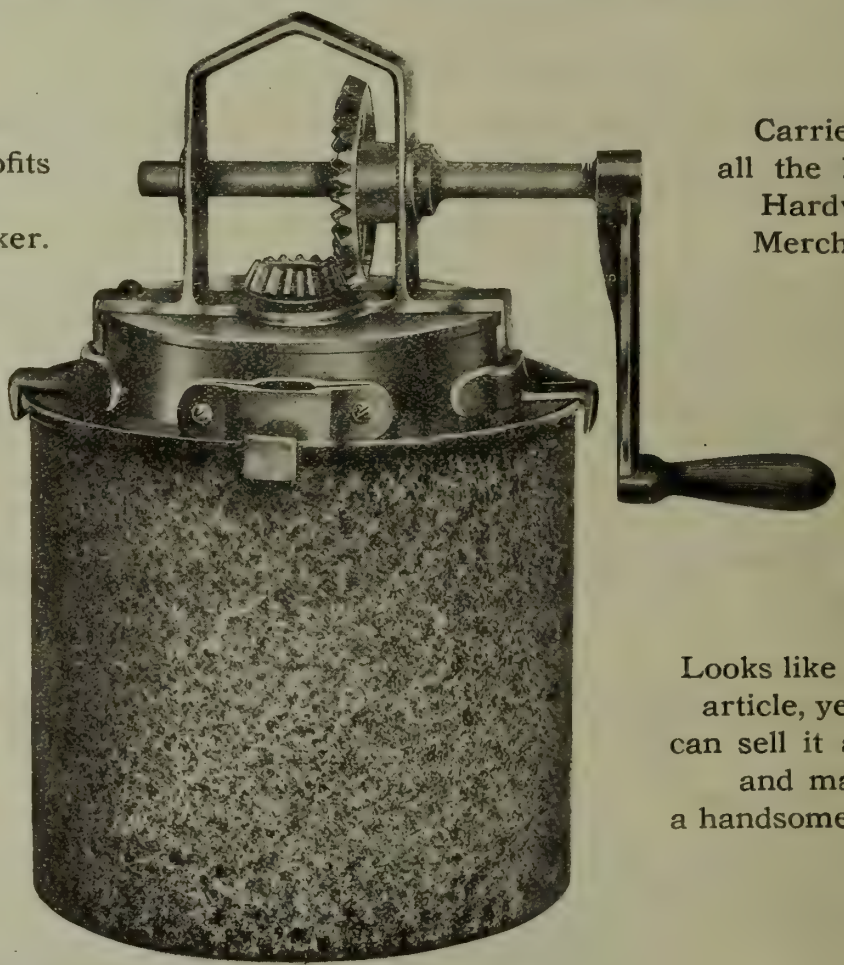
Here is an article that will please your customers and bring more trade to your store, namely:

IDEAL BUTTER MAKERS

The Ideal Butter Maker is the latest and most useful household invention on the market and is in great demand throughout the country.

Merchants are making large profits handling the Ideal Butter Maker.

Carried by all the leading Hardware Merchants.



Low in Price.

Write for Sample

Makes one pound of good Eating Butter out of one pint of milk.

Looks like a $5.00 article, yet you can sell it at $2.00 and make a handsome profit.

IDEAL BUTTER MAKER

Do not miss this opportunity of getting a high-class article at a low figure, but write us at once for price. Order a few for your Christmas trade now.

ALL INQUIRIES AND MAIL ORDERS RECEIVE OUR PROMPT ATTENTION.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

CAVERHILL LEARMONT & Co

Bissell's Grand Rapids

BALL-BEARING

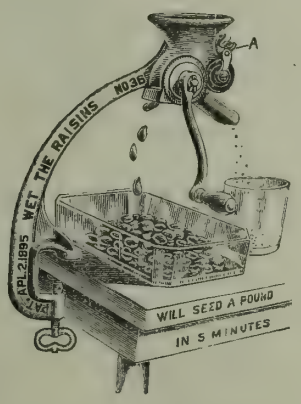
Carpet Sweepers

Fitted with Anti-Ravelling Collector, Broom Action Brush, and Automatic Dump.



BEAUTIFULLY FINISHED in OAK, SYCAMORE or BIRCH

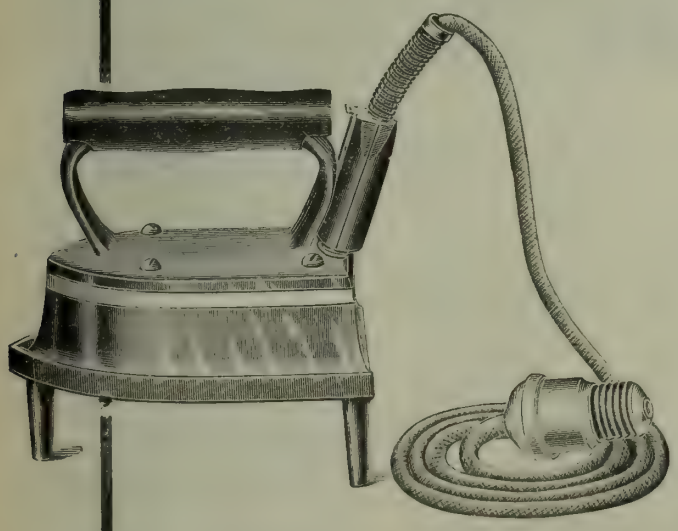
ADVERTISING ELECTROS AND ADVERTISING MATTER FREE TO DEALERS.



ENTERPRISE RAISIN SEEDERS

Remove the Seeds Without Waste. Easily Adjusted. Best Quality Rubber Rolls.

No. 36, FAMILY SIZE
No. 38, HOTEL SIZE



"Thermal" Electric Irons

THE NEATEST AND CHEAPEST

HIGH GRADE IRON MADE

Every Atom of Heat Generated is Used to Best Advantage, Fitted with Detachable Cord, Nickel Finish. Weight, 7 lbs. each.

Caverhill Learmont & Co

THE COMMUNITY SILVER DISTRIBUTORS

MONTREAL & WINNIPEG



Products That Sell In The Winter



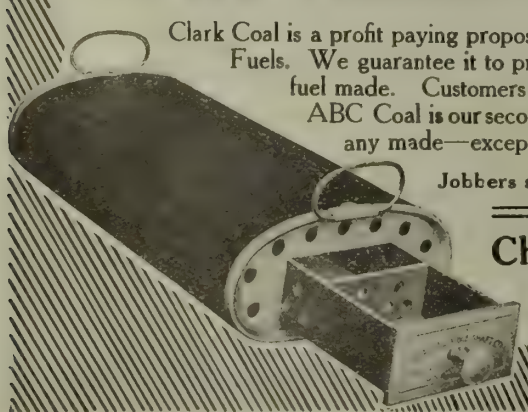
Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Liberal Advertising all the time makes Clark Products the Dealers' Line

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.



Jobbers sell these—or write for 1908-1909 Catalog.

Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago

THANKSGIVING



Larger reason than ever this year for Thanksgiving, with all Canada bubbling over with good times, and the look ahead full of encouragement.

Our own business shows increase beyond all precedent, and looking at things through our spectacles it ought to to be Thanksgiving every day.

We are sparing no pains or expense to help our customers to the same kind of satisfaction, and we have a very attractive proposition to make any dealer who is anxious to increase his sales.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

Shelves

in the hardware stores tell the story that

Crescent Brand **Butts**

are used almost entirely.

It is a pleasure to see your business grow.



The progressive Contractor does not patronize the store where the old style of butts and hinges are kept—Get after his business—

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated)	19	lbs.
Height (bail down)	25	inches
Diameteter of base	17	inches
" " upper drum	8¼	inches
Capacity of fount	1	gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

THE DISSTON SAW
A Triumph of Organized Skill

A writer in the October number of the Railroad Man's Magazine says:—

"Times have changed. In pioneer days we took the large-bore shotgun and bagged all sorts of game because it scattered, and we could not miss. Now, if we scatter, we are likely to get something we do not want, and muss up the sport besides.

The mechanic and artisan become skilled by one particular movement. A thousand bits of special work contributed to the aggregate produce a finished article that is the wonder of the world.

No one man can build it all. Every man gives the best of himself to a single one of the thousand parts. When assembled the product is the highest possible attainment of the human head and hand."

Had this been written to describe the reason for the superiority of the Disston Saw it could scarcely have come closer to the mark.

It is because of the superiority of each individual piece of workmanship that goes into a Disston Saw that "the product is a wonder of the world."

Some of the men whose efforts go toward establishing the highest known standard of efficiency have been with the Disston Works for many years. Others have been employed from time to time because of their special ability in certain departments.

Not one man—not primacy in the field—not alone the experience of three-fourths of a century—but ORGANIZATION-EFFICIENCY is the result of the leadership of Disston Saws, so consistently maintained.

HENRY DISSTON & SONS,
INCORPORATED
Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, Pa.
Canadian Works:—Fraser Avenue, TORONTO, Canada



DON'T FORGET

There is always a sale, and particularly at this season, for such sets of tools as these.

GOODELL-PRATT HOME COMPANION TOOL SETS, composed exclusively of tools of the well-known Goodell-Pratt make, will sell quickly and pay a most comfortable profit to those dealers who make a push to secure this business.

DON'T FORGET IT

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

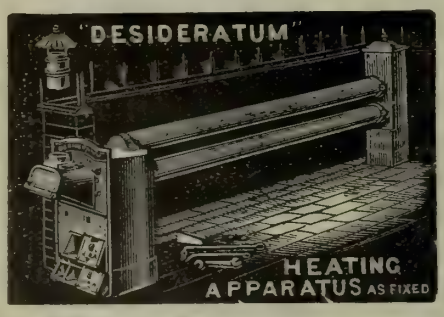
This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

HEATING APPARATUS

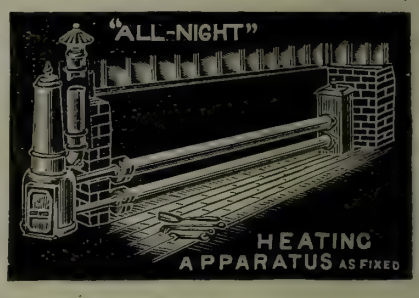


FOR
GREENHOUSES
MOTOR HOUSES
COACH HOUSES
DWELLING HOUSES
or Houses of any description or size.

Estimates sent free on receipt of plans and full particulars.

Complete apparatus supplied or boiler or pipes separately.

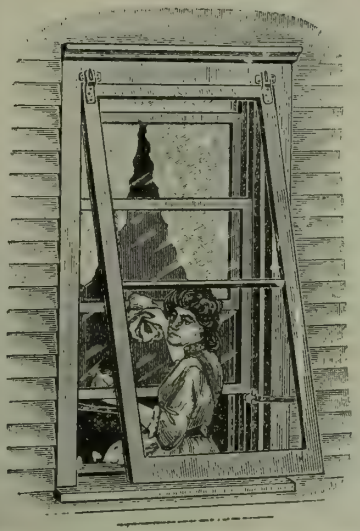
Write for illustrated price list.



JONES & ATTWOOD, Limited

Heating Specialists
STOURBRIDGE, ENG.

The Peerless Hangers and Fasteners for Storm Sashes

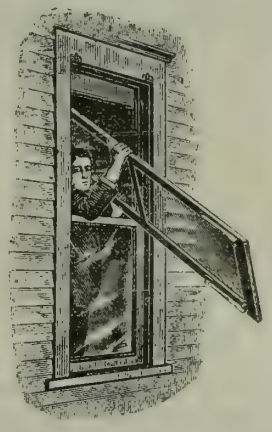


The winter is coming on and everybody is thinking about their storm windows. Why not try the Peerless?

Save half your fuel bill

Take off storm windows in spring and immediately put on your screens on the same hangers.

No Tools or Ladders Required





Windows can be hung from inside. Can be washed with perfect ease.



Also BUTTS, HINGES and BUILDERS' HARDWARE

COWAN & BRITTON : GANANOQUE, ONT.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW



This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.



HERCULES

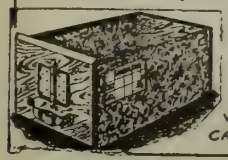
Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

Thirty Dollars in Prizes

Six cash prizes of $5 each are offered for photos of hardware window displays arranged by Canadian hardware merchants or clerks as follows:

PLACES OVER 5000 POPULATION

$5 for the best sporting goods window mailed on or before December 1.

$5 for the best stove or hardware window mailed on or before December 1.

$5 for the best holiday goods window mailed on or before January 1.

PLACES UNDER 5000 POPULATION

$5 for best sporting goods window mailed on or before December 1.

$5 for best stove or hardware window mailed on or before December 1.

$5 for best holiday goods window mailed on or before January 1.

Address all photos to

The Editor, HARDWARE & METAL 143-149 UNIVERSITY AVE. TORONTO

Sit down and write us for the exclusive agency of Brantford Roofing for your town. There's a good margin of profit in each roll. And each roll has the quality that brings repeat orders.

"Brantford" "Roofing"

is made in three styles—Asphalt, Rubber and Crystal. Ask us to send you samples, prices and our big roofing book.

BRANTFORD ROOFING CO., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:
The GENERAL SUPPLY CO., of Canada, Limited
356-360 Sparks Street, Ottawa, Ont.
Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co., of Canada, Limited

Two Trade Bringers You Should Have on Your Shelves

It is not wise to experiment with or handle a cheap **unadvertised** line of goods. Experience has undoubtedly taught you this. Advertised products stimulate trade in other lines.

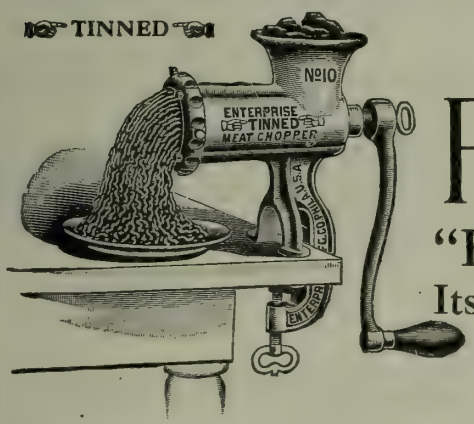
STAR EXPANSION BOLTS
and
STAR SCREW ANCHORS

are advertised extensively in 70 of the best class Trade and Mechanics' Publications in this country. The advertising of Star Products not only increases their sale but aids materially in helping you dispose of other stocks. We have letters from the largest Hardware merchants in this country voicing approval of the quick selling qualities of Star Products. We have a special favorable dealers' proposition to offer you, together with our new catalogue number 36 and some free samples. Drop us a postal.



Star Expansion Bolt Co.
Catalogue Department 36
147-149 Cedar St., - New York City

TINNED



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper.

Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"
Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York
544 Van Ness Avenue, San Francisco

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited - BELLEVILLE
Toronto Bolt and Forging Company, Limited - - SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - - GANANOQUE
Brantford Screw Company, Limited - - - BRANTFORD

Head Office - - - - TORONTO, ONTARIO

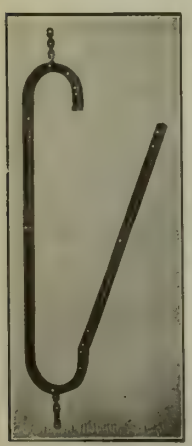
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

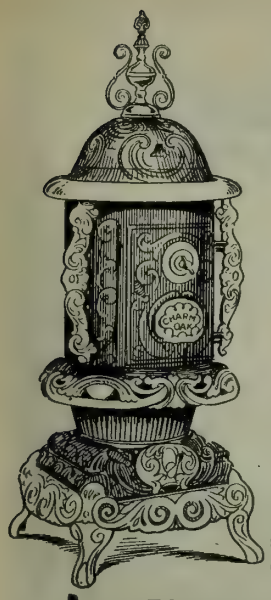
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. W. D. BEATH & SON, Limited TORONTO Canada



Patent Pending CLOSED



Easy to operate—Easy to sell

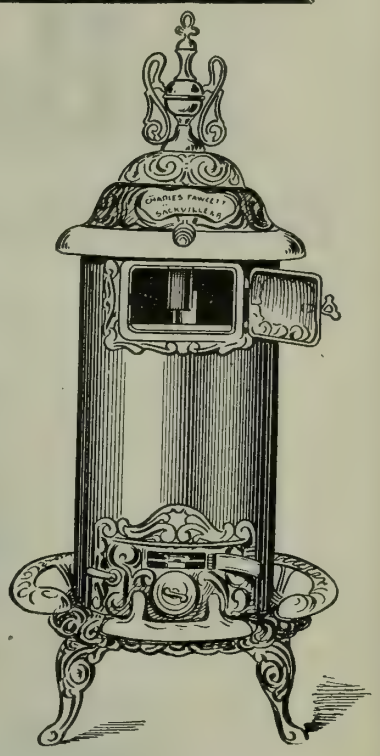
The latest triumphs in Fuel Saving and Heating Stoves are the two illustrated. The

"CHARM OAK" and "PERFECT HOT BLAST"

(on left) (on right)

In the "Charm Oak" a special construction does away with the smoke nuisance at the door so common in the Oak stove, and this stove is designed upon the latest lines for convenience and economy.

The "Perfect Hot Blast" is the latest and most up-to-date hot blast and smoke consumer on the market. It has extra large radiating surface and improved ash pit, shaking door and air-tight Construction.



FAWCETT RANGES were awarded a Diploma and Gold Medal at the Dominion Exhibition at St. John this month.

They are pre-eminent for cooking qualities, durability and heating power.

Moreover, there is a splendid profit for the dealer handling Fawcett Stoves and Ranges. Send for catalogue and details.

The Charles Fawcett Mfg. Co., Ltd., SACKVILLE, N.B.

Branches at Montreal, Winnipeg and Vancouver

Where Knowledge is Power 'tis Folly to be Ignorant!

PARTICULARLY when the knowledge can be readily acquired at a very low cost.

Merchants and Salesmen

will find their efficiency greatly increased by a careful perusal of any of the books listed below. *Write for fuller particulars.*

The Making of a Merchant	$1.25	How to do Business by Letter	1.00
Men Who Sell Things	1 00	Ropp's Commercial Calculator	
Human Nature in Selling Goods	50	Office edition (cloth)	1.00
Management and Salesmanship	50	Pocket edition (leather)	1.00
Sales Plans	2.50	" " (cloth)	50
Practical Publicity	2.15	Vest pocket edition (leather)	50
The Art of Retail Selling	2.00	" " " (cloth)	35
Retail Advertising Complete	1.00	Hardware Store Business Methods	1.00
Bookkeeping Self Taught	1.00	Hardware Window Dressing	2.50
Success in Letter Writing	75	American Hardware Store	3.00

ANY OF ABOVE BOOKS SENT POSTPAID ON RECEIPT OF PRICE

THE MACLEAN PUBLISHING CO., Limited, Technical Book Department **143-149 University Avenue, TORONTO**

The 400 Series Base Burner

is the greatest heat radiating Base Burner on the Canadian market.



We say this, being familiar with the stove, and realizing the great new f e a t u r e---the three exposed flues.

These exposed flues are the secret of the heating possibilities of success of the 400 Series Base Burner.

When you are selling Base Burners why not handle the best that can be procured?

Just let us know, and we will supply you with circulars.

McClary's

London, Montreal, Toronto, Vancouver, St. John, Hamilton, Calgary Saskatoon.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

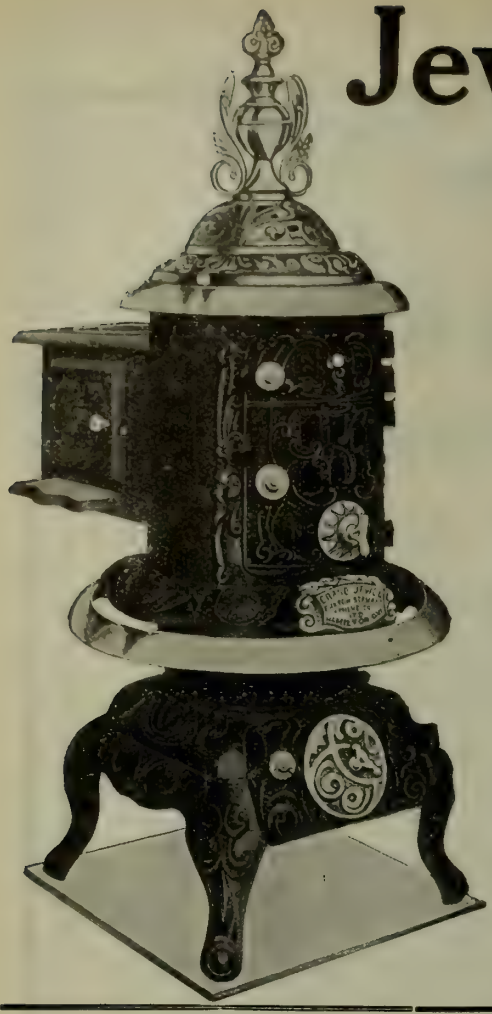
We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

Jewel Stoves and Ranges





Grand Jewel Heaters

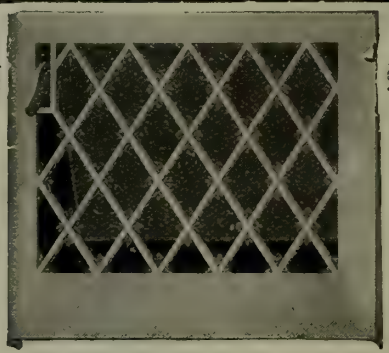
Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

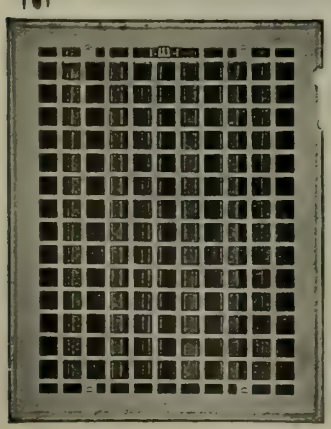
The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

Are You Handling "T & B" Registers, Ventilators and Grilles?



IMPERIAL

They are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T and B" or equal make, a sure proof of the merit of "T and B" goods.

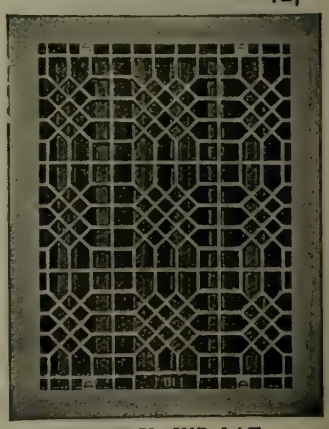


WROUGHT STEEL

It pays to handle Quality Goods!
Send for illustrated catalogue.

TUTTLE & BAILEY MFG. CO. OF CANADA, LIMITED

BRIDGEBURG, - - ONTARIO, CAN.



SEMI-STEEL, IND. LAT.

The Most Extensively Advertised Oil Consuming Devices on the Market

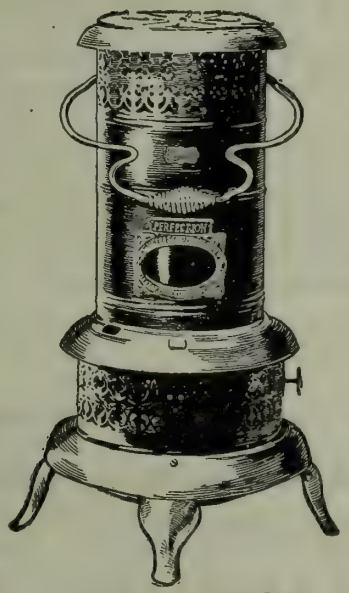
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nic eled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

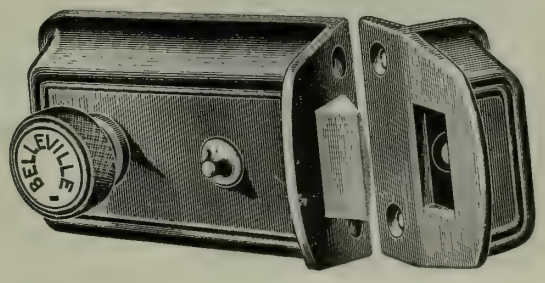
New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

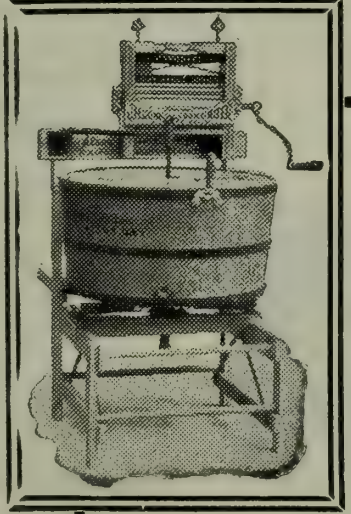
Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No 3

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO



WASH-DAY

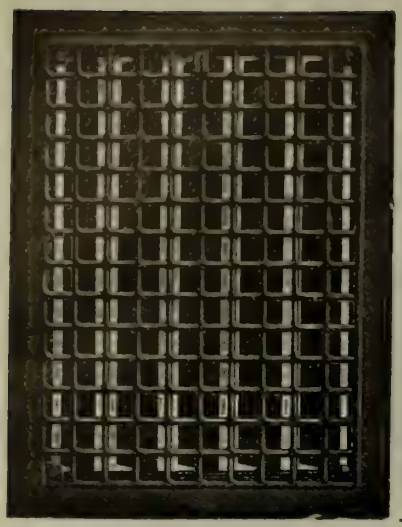
loses half its terrors if the housewife is doing her washing with

CONNOR
BALL-BEARING
WASHER

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer ALMOST RUNS ITSELF. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

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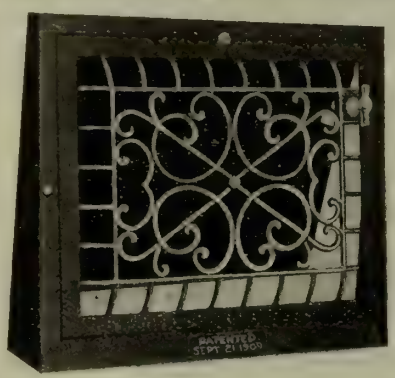
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"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

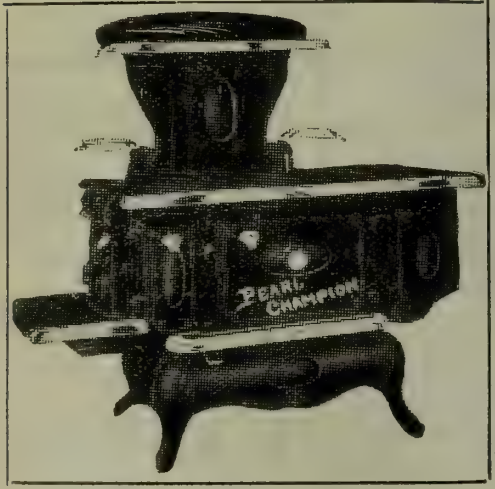
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

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There is nothing like a special feature to help sell any article, and the special feature which makes it so easy for you to sell the

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The Moorish Sidewall Register

The Bull's Eye of Perfection

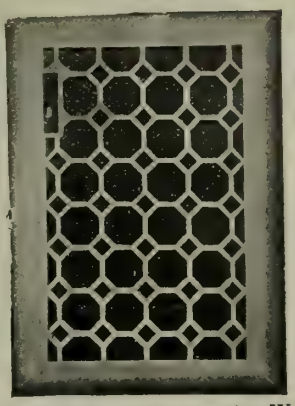
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Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silvers also with Metal Dials (Gilt or Silvered).

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Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

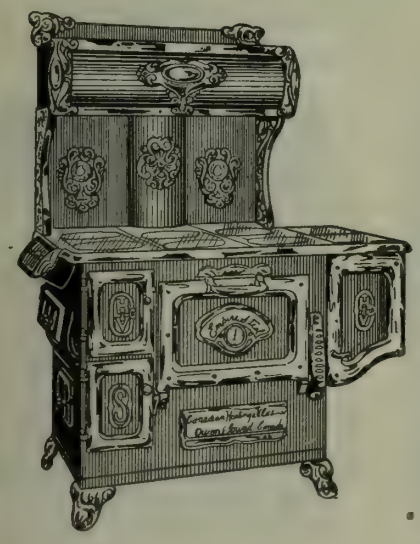
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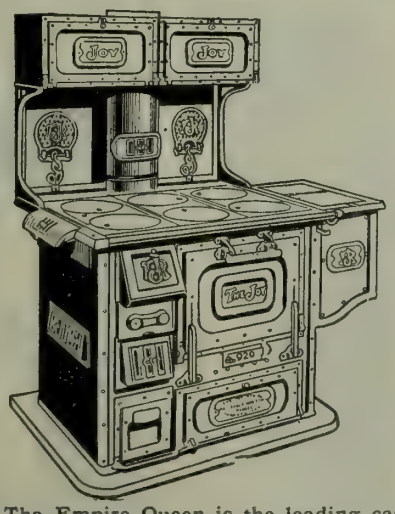
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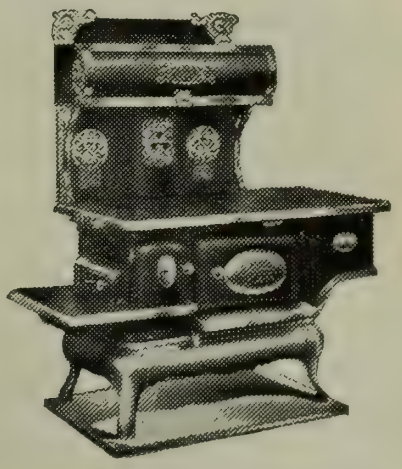
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The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

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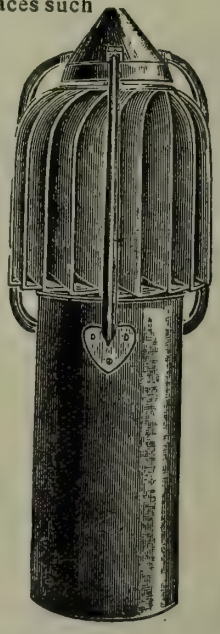
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is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

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Your "J. W. Harris Rotary Ventilator" is working well and it has given no trouble in any way whatever.

Yours respectfully,
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Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

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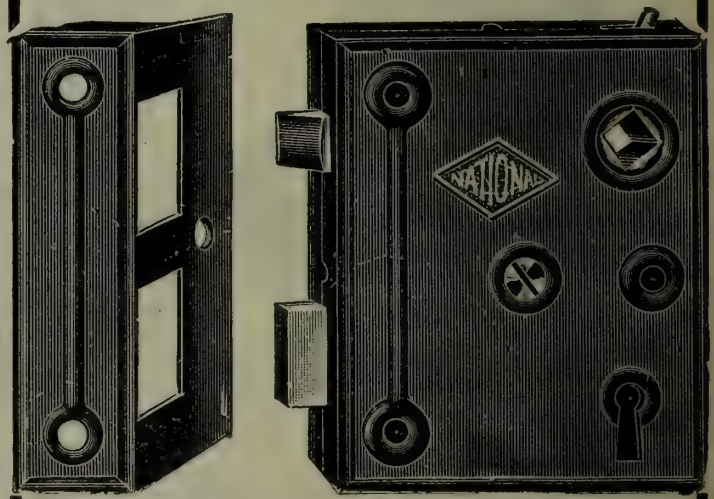
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GILBERTSON'S

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Branches throughout the United States and Canada.



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Do you realize what this TRADE MARK means to you? You can safely loan the wringer that bears it to intelligent housekeepers who mop floors, oilcloths, or carpets, and in nearly every case a wringer loaned is a wringersold.

Much more thanthis, each one sold sells several more.

Your jobber should have them. If he does not, write to us.

The Old Reliable

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



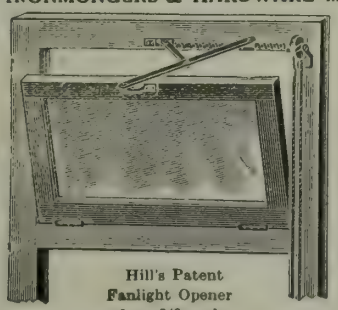


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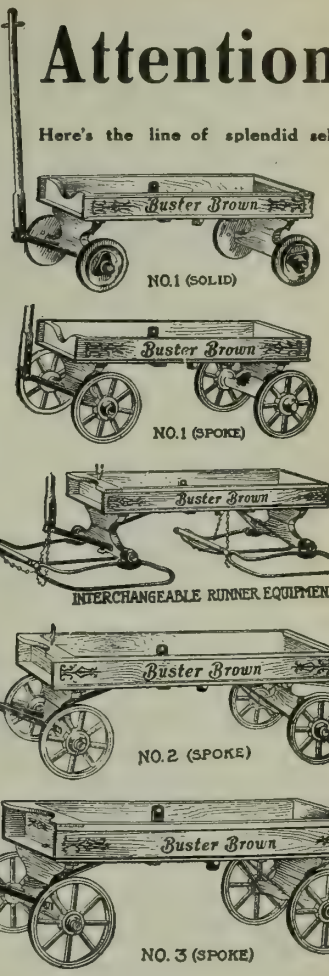
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Grinding Machines, Beaver Oil Stones.

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Put in a stock of
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We make all sizes
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The Best Door Closer is
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Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
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HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.
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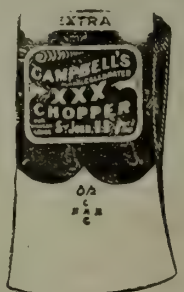
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Will Hold Up a Shelf

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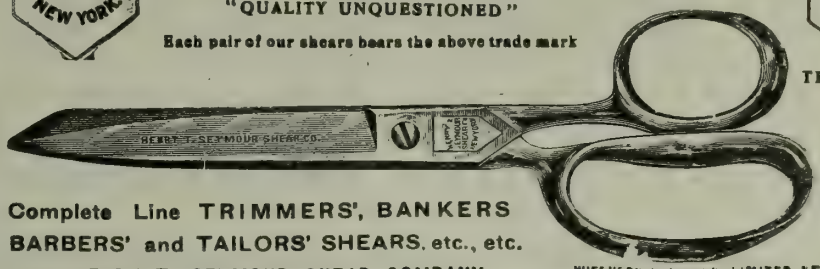
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

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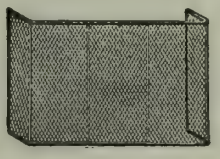


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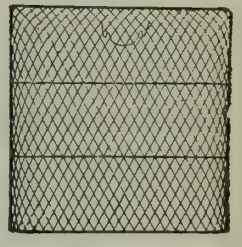
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We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We solicit your inquiries.

Sharratt & Newth's Glaziers' Diamonds

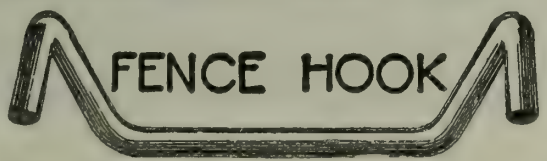
are unequalled for cutting and wearing qualities.



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For Fastening Wooden Pickets o Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

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Many hardware dealers have added a large increase to their steel ceiling business this year. They have given it a little more time and energy, and have been well rewarded.

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By taking advantage of this advertising campaign---by doing some "team" work--- our agents and ourselves can produce results whereby all will profit. Write us right now for full particulars. There's money for you in our proposition.

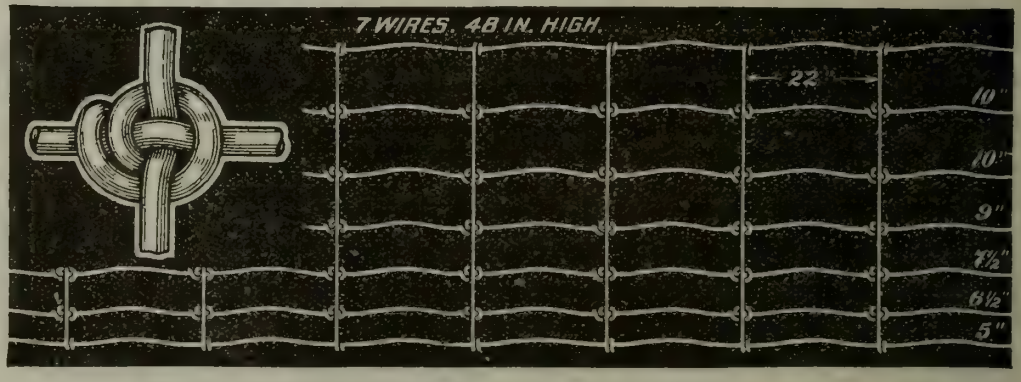
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Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THIS is "Dominion Special"

"The Landmark of the Future"



The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

The Steel Company of Canada, Limited

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Genasco
Ready Roofing

is extensively advertised to consumers all over the country. The advertising tells them openly the reasons for Genasco quality, and makes no attempt to shroud its composition with mystery. It gains the consumer's confidence.

All this makes selling wonderfully easy for the alert dealer.

Are you taking the easy way to build up your business and add to your profits?

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THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world

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Cross-section, Genasco Smooth-surface Roofing



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No. 4

Quality Talks!

It pays to stock and recommend to your customers articles of quality and proven merit.

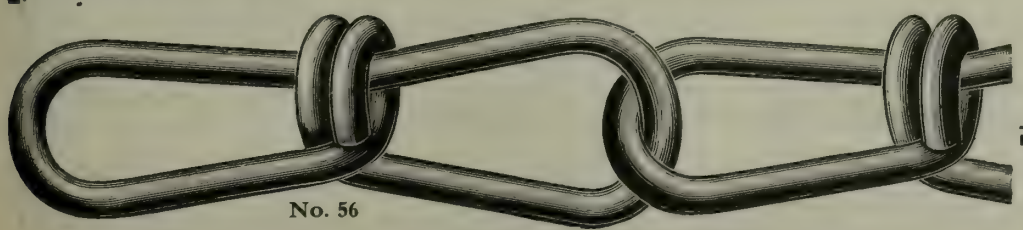
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STEEL WIRE CHAIN

is a line that will bring increased business to your store because it is a satisfaction-giver. We claim that it is the strongest, lightest and most reliable chain for every purpose, and its selling leaves you a good margin of profit.

Our catalogue points out many uses of wire chain that will enable you to get after new business. Consult it!

The B. Greening Wire Company, Limited

Hamilton, Ontario
Montreal, Quebec



No. 56



JMT STEAM GOODS

Steam goods on a Locomotive must be constructed of material and workmanship of the highest grade.

Our regular line of Steam Brass Goods is made with the same care and purpose as our Locomotive Goods:—to give that service which insures efficiency and durability to our client, the kind that pays him to use or sell.

J M T Brass and Iron Goods are recognized as the best of their kind. The cost is but little more, and in some cases no more, than the ordinary kind.



THE JMT VALVE
with renewable disc.

The James Morrison Brass Mfg Co., Limited

93-97 Adelaide St., West, - - - - TORONTO

ADVERTISE YOUR ATKINS SAWS



Run some really catchy, attractive advertisements in your local papers. We'll furnish them free of charge. These are samples of the advertising plates that we'll send you **FREE.** They fit double column space, two inches high.

Select those which you wish and write us for them. Use them in your local paper or in printing circulars. They'll bring you more business.

If you will write us saying "How can I increase my sales?" we'll show you a sure and certain way.

E. C. ATKINS & COMPANY, Makers of Sterling Saws, Hamilton, Ont.

Head Office and Factory, Indianapolis, Ind., U.S.A.

Automatic Vacuum Cleaners



"Automatic" Hand Power

Can be rented out by the day during house-cleaning time, and pay for themselves in a very short time. Some dealers have made as much as $60.00 in a season on one single machine. By this method you can also make many sales. Our "Automatic" Hand Power Machine is positively so superior in power, durability and simplicity of construction that it is in a class by itself. "Blows" as well as "Sucks."

Retail Price - - $25.00

To dealers we make a price of $18.00 each, f.o.b. Berlin. Every machine fully guaranteed. Wire or phone your orders at our expense.

Send for our booklet and full particulars, which tells all about our Hand Power and Electric Vacuum Cleaners.

Onward Manufacturing Company - Berlin, Ont.

He Pleased His Customers and He Made Money

That's What You can do by handling our **Quick-selling** lines of Lighting Fixtures, Paints and Enamels, Glues, Sanitary Fittings, Terra Cotta Faience, also the celebrated **Edwardian Anti Down Draft** Chimney Pot.

We Represent Over Twenty British Manufacturers.

It will interest you and pay you to consult us before ordering next.

Our Grip Gas or Electric Shade Holder is a trade winner. It's **Unique.**

See Our Sample Soldering Iron—Nothing like it on the market.

British Paints at prices that will **Astonish You.** See our color card, etc.

We represent **Randall Bros.**, of London, Eng., leading enamel paint makers.

Their Catalogue is a money making force. Get one to-day.

The celebrated **Scotch Water Pipes**, made by Watson, Gow & Co., of Glasgow, are the kind we sell. They have a strong reputation for reliability and worth. Roofing, glazed wall tiles, terra cotta externals.

Another Money Maker is our **Down Draft Chimney Pot.** It is so easy to sell. It is in use on the **Royal Palaces of Britain** and the Parliament Buildings at Ottawa. **Quality is Remembered Long After Price** is forgotten.

The International Supply Co.

140 MANSFIELD STREET, - - - MONTREAL

Satisfied customers is your "Thanksgiving"

You sell

"DOMINION

Quality, Profit and Price

Nets you 10% more profit in selling and costs the Sportsman one-third less.



and recommend

AMMUNITION"

please Dealer and Sportsman

Made in all Standard calibres for Rifles, Pistols and Shot Guns

Dominion Cartridge Company, Limited

Ammunition Manufacturers

Montreal, - Canada

Kemp's Seamless Round Gem Roasters

Made in Pearlware and Black Steel.

SELF-BASTING SELF-BROWNING SATISFACTORY SANITARY

Perfectly smooth and seamless—that's easy to clean.



Fitted with Steamer in Pearlware only.



Requires absolutely no attention. Have a look at them.

Size - - - 12 in. x 8 in.

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Wholesale Hardwaremen Meet at Twelfth Dinner

Canada Club, Montreal, Scene of Convivial Gathering—The Reciprocity Question Principal Theme—The Good Work of the Association—The Young Man's Opportunity.

The question of reciprocity with the United States was the most prominent feature at the dinner held at the Canada Club, Montreal, on Wednesday night, in connection with the 12th annual convention of the Canadian Wholesale Hardware Association. Probably the subject came as a relief to those who had been sitting all day in private session discussing more local matters of trade interest. The presence of prominent members of the Steel Company of Canada had given the association an opportunity of discussing the relationship of the merger to the trade. The convention was a fully representative one, and extended into two days.

There was a large muster at the dinner, only a few who had signified their acceptance of the invitation of the association failing to attend. The room was prettily decorated, and the enthusiasm and genial flow of wit, prompted by W. Starke, the retiring president, and seconded by John M. Taylor, made the evening pass most quickly. Musical honors were accorded every speaker and any other non-speaker who happened to catch the speaker's eye.

After the health of the King, the chairman proposed the toast of the Guests. R. Hobson, Steel Company of Canada, Hamilton, was the first to respond, expressing his pleasure at being invited, and following this by stating that the Steel Company of Canada intended to work in complete harmony with the trade. They were forced into combination through the need of specialization, and the high rate of labor. They did not want to see their workmen situated as many are in the older countries of Europe, working in poverty and distress. They were going to improve their products, and add to their efficiency through the steps that had been taken. Above all, they were going to play fair.

H. R. Ives, Montreal, was in a reminiscent mood, and said how pleased he was to find that as one of the oldest hardwaremen he had not been forgotten. Mr. Ives described how he started out in 1853 in the States, and of how he reached St. John's, N.B., during the cholera scare;, from there he came on to Montreal and got his first order from Crathern & Caverhill. In 1859 he started in business for himself. He thought that Canada to-day offered greater opportunity to a young man than any other country in the world.

H. J. Fuller, Canadian Fairbanks Co., Montreal, who was described by the chairman as being as good a Canadian as any of them, was pleased to notice the broad feeling that existed between the manufacturers and wholesalers. It was of great benefit to trade generally. Another feature to be commended was the interchange of visits between members of the associations on both sides of the border. He was a firm believer in the developing of home products, and he sincerely believed that the manufacturers had the support of the jobbers in the buying of goods made in Canada.

Mr. Fuller being assured on this point, Mr. Starke thought that W. C. Allen, of the Yale & Towne Mfg. Co., New York, would make a good Canadian, and invited him to say something. Mr. Allen was equal to the occasion, and pleased his hearers by saying that their association seemed to work day and night. He had learned that night that good fellowship knew no bounds of flag or country. A calm, fair discussion of problems was better than any amount of prejudiced talk. More money could be made by co-operation than fighting, and each one could have a much better time while doing so. He was greatly impressed with the friendship which evidently existed between the Canadian jobber and the manufacturer.



S. H. ALEXANDER, Hamilton.

Elected President of the Canadian Wholesale Hardware Association.

The Reciprocity Question.

A. F. Hatch, Canada Steel Goods Co., Hamilton, did not believe any country gave such benefits to the young men as Canada did, and they should not listen to any argument that trade benefits should be allowed any other country.

There was too much being said on behalf of the farmer, and not enough on behalf of the manufacturer and jobber. It was just as necessary to have manufacturers and jobbers as farmers. Institutions were built at the expense of the country to help the farmer, why were not similar institutions erected to teach the hardwareman salesmanship and other important knowledge. There was too much talk of building up other countries at the expense of their own.

C. P. Britton, Cowan-Britton, Gananoque, was heard over the cheers to say that he was one of the pioneers who attended the first or second dinner of the association. He was in full accord with the objects of the association. He said to the young men he saw around him that they were among the makers of Canada, and he did not know of any meeting which would have a greater influence upon them. It was for them to do their duty in making Canada one of the greatest countries in the world. He had become a convert to protection. He did not believe in it in principle, but in practice it had worked out all right. He was not in favor of reciprocity with the United States. The day the old treaty was abrogated was the greatest day for this country. "I believe that we have sufficient stamina to stand alone, and not to take favors from anybody."

F. C. Lariviere, Lariviere, Incorporated, Montreal, as a change from the customary speech, gave an instructive sketch on the history of trade and commerce. from the earliest day. The influence of commerce had been more powerful than war. It had changed the whole aspect of the world. It has made canals, railroads and telegraphs. It had brought men together without distinction as to class. Commerce had molded the world's history, and at no period had commerce held such a high place as it did at present. If man found no romance in commerce to-day it was his own fault.

C. A. Birge, Steel Company of Canada, Hamilton, was loudly cheered, everybody agreeing that there was nothing the matter with Cyrus. He proceeded to congratulate the association on its president. If brevity was the soul of wit, then they had the most witty president it was possible to get. Their president was very brief. His customary speech, "Gentlemen, I thank you." had become historic. Referring to his own position, while he did not stand so individually prominent as in the days before the merger, when he was at the head of a concern that he had done his best to elevate, he was proud to be identified with the Steel Company of Canada. One question of vital importance to the country was that of reciprocity with the United States. We have no quarrels with the United States, but as manufacturers, jobbers, agriculturists, or whatever we may be, let us be Canadian always. I do not believe that reciprocity finds a responsive chord from the Atlantic to the Pacific. I urge upon everyone to stand against reciprocity. If we were on a tariff parity with the

United States we might be able to meet them, but the one-sided position to-day is against that. I have a warm feeling towards the United States, but if reciprocity came about, the markets of this country would be crippled, and I believe inside of 20 years Canada would be part of the United States. ("Never.")

Canada's Prosperity.

William Vallance, Wood, Vallance & Co., Hamilton, responding for "Our Association," referred to the fact that he and his old friend, T. H. Newman, together with their secretary, Mr. Hardy, were responsible for the inception of the association. Its usefulness had increased as the years rolled on. When they met together they found that the other fellow was not such a bad sort after all. Alluding to the reciprocity question, Mr. Vallance said a merchant who played the game was not indebted to any national policy. He bought in the cheapest market and sold in the dearest. With equal terms they need fear no man. The country was prosperous under its present tariff, and he did not wish to see it lowered. Canada to-day was in at the height of prosperity, and it would take all the energy of their young men to keep abreast with the times.

James Maxwell, David Maxwell & Sons, St. Mary's, took issue with Mr. Birge. They should not put on one side any question of reciprocity. We should listen if the United States put forward a square deal. We should not say definitely that we will not have reciprocity. We should say it is simply a question of dollars and cents. He did not think it was fair that the manufacturers should always be accepting the invitation of the jobbers, and suggested that the manufacturers should take turn in giving hospitality.

Mr. Birge then invited the association to be his guests at the next convention.

J. Hardy, secretary-treasurer, while thanking Mr. Birge, said that the association would continue to extend their hospitality to the manufacturers. Such a proposal had been before them on previous occasions, but they had decided to continue to invite the manufacturers.

After the toast of the ladies, W. H. Farrell, Dominion Wire Mfg. Co., proposed the toast of the chairman, which was received with cheers and tigers. Mr. Starke briefly replied.

"God Save the King" brought the banquet to a close.

Guests at the Dinner.

Those noticed around the banquet table included: Montreal — H. B. Brainerd, Dominion Cartridge Co.; Archie MacFarlane, manufacturers' agent; Frank Newman, Caverhill, Learmont & Co.; A. Jeanotte, L. H. Hebert & Co.; J. H. Hanson, B. Greening Wire Co.; W. Starke, H. B. Seybold and Gordon C. Seybold, Starke-Seybold; A. Letang, Letang Hardware Co.; H. J. Fuller, Canadian Fairbanks Co.; H. Walter Dorken, Dorken Bros. & Co.; H. R. Ives, manufacturer; R. McK. Haldimand, W. L. Haldimand & Son; A. Prudhomme, A. Prudhomme & Fils; Ross McMaster, Montreal Rolling Mills Co., A. H. Hough, Canadian Tube & Iron Co.; W. A. C. Hamilton, Consumers Cordage Co.; T. E. Peck and Bowman Peck, Peck Rolling Mills; W. H. Farrell, Dominion Wire Mfg. Co.; Geo. A. Childs and C. B. Rittenhouse, United States Steel Products Export Co.; F. C. Lariviere, Larievire, Incorporee; Geo. C. Davis, Frothingham & Workman; and Gordon MacPherson.

Toronto—T. G. Dexter, H. S. Howland, Sons & Co.; W. J. Lawson and A. E. Gilverson, Rice Lewis & Son, Limited; S. R. Kennedy, Kennedy Hardware Co.; Geo. W. Howland, Graham Nail Works.

Hamilton—H. P. Hubbard, Atkins Saw Co.; R. H. Merriman, B. Greening Wire Co.; R. Hobson, C. A. Birge and F. H. Whitton, Steel Company of Canada; William Vallance and S. H. Alexander, Wood, Vallance & Co.; W. H. Ginder and M. Potts, Ontario Lantern & Lamp Co.; and A. F. Hatch, Canada Steel Goods Co.



JAMES HARDY, Toronto.

Again Chosen to Keep the Minutes and Hold the Cash for the Jobbers.

Gananoque—C. E. Britton, Cowan & Britton.

Ottawa — Thos. Birkett, Sr., Thos. Birkett & Son Co.

Belleville—W. C. Springer, Springer Lock Co.

Guelph — John M. Taylor, Taylor-Forbes Co.

St. Catharines—C. McGhie and J. D. Chaplin, Welland Vale Mfg. Co.

London — C. A. Whitwam, Hobbs Hardware Co.; D. H. Howden, D. H. Howden & Co.

St Marys — James Maxwell, David Maxwell & Sons.

Quebec—J. E. Lemieux, N. Lemieux & Fils.

Waterville, Que.—J. R. Ball, Dominion Snath Co.

New York — W. C. Allen, Yale & Towne Mfg. Co.

James Hardy and J. Brymer, Jenkins and Hardy, Toronto and Montreal.

F. J. Arrowsmith, Montreal, representing Hardware and Metal.

By the Way.

The chairman's emphasis on the word "fellow" in the numerous harmonious renderings of "For He's a Jolly Good Fellow" kept the swing going.

William Valance, who, along with C. A. Birge, while not contending that they were young, refused to admit that they were old, galantly led the final chorus of "God Save the King."

It was told of Mr. Starke that on one of his visits to the States, attending a convention meeting, he was seen forcing a $5 bill under the sidewalk. His explanation was that he had lost a quarter there and was making a good excuse to have the walk ripped up.

There was likewise some repartee between Mr. Starke and Mr. Britton regarding the sale of a cow. The full story was not set forth.

John M. Taylor was prominent in a musical way, and led most of the choruses; also the impromptu healths, "You are not in this."

Archie Macfarlane and S. H. Alexander sang a song each, and were deservedly applauded.

A. F. Hatch's drawing-room stories were well given and no one seemed to have any difficulty in "seeing the point."

Everyone seemed fond of the Merry Widow refrain. Why?

The whole company, on breaking up, agreed with the lines on the menu card:

"He may live without books, what is knowledge but grieving?
Ho may live without hope, what is hope but deceiving?
He may live without love, what is passion but pining?
But where is the man that can live without dining?

Election of Officers.

At the meeting held on Thursday the following officers were elected for the ensuing year:

President—S. H. Alexander (Wood, Vallance & Co.) Hamilton.

Vice-President—A. Jeanotte, Montreal.

Executive Committee—F. R. Newman (Caverhill, Learmont & Co.) Montreal; A. Prudholme, Montreal; J. E. Lemieux, Quebec; S. R. Kennedy, Toronto, and W. J. Lawson (Rice Lewis & Son) Toronto.

Secretary-Treasurer—James Hardy, Toronto.

THE ATLANTIC CITY CONVENTIONS.

The conventions of the American Hardware Manufacturers' Association and the National Wholesale Hardware Association held at Atlantic City last week were the largest in the history of the two organizations. "Re-sale prices" and "private brands," the most im-

portant subjects discussed are referred to in an editorial written by the representative of Hardware and Metal present at the Atlantic City gatherings and will bear study by all in the trade.

The Past Year's Teachings.

The address of President Dudley, of the Jobbers' Association, deals with these subjects and also refers to the recent organization of several co-operative buying companies by retailers doing business in the Eastern States. Mr. Dudley said, in part:

"During the year we have made very careful enquiry as to the expense involved through other means of distributing goods. We have found that manufacturers who had experimented with systems of direct distribution without the intervention of the Jobber, have found that it was much more expensive to distribute goods in that way than through the Jobber. We have found that some who have thought that collective buying was an economical method, have ascertained through experience, that it was quite as costly for a number of buyers to maintain a warehouse as it was to purchase through the Jobber. This entire subject, however, is one which will have careful consideration.

"The subject of re-sale prices will be given very careful consideration. It is the well established policy of this Association, that we request re-sale prices only on such lines as do not bear sufficient profit to cover the expense of doing business. Almost all manufacturers who have fixed a price below which they would not permit their goods to be sold, have expressed great satisfaction with the result of their efforts.

"A very large percentage of all Jobbers are in favor of a re-sale price being established by the manufacturer, under conditions herein referred to. A few jobbing houses (and the number is very small), do not seem to be imbued with any such motives and take every opportunity of underselling a manufacturer's established price, with the result that they come back to the manufacturer with the request for a lower price, claiming that the sale of their goods has not proven profitable. The statement is never made as to why the profit has been removed, but if these persistent price-cutters would state the facts, they would have to advise the manufacturer that it was their own fault that they do not make a sufficient margin of profit.

"Now, we would not have it understood that by re-sale prices we mean that artificial value should be placed on goods in order to assure the Jobber of a large margin of profit. We simply mean that the manufacturer should recognize that the Jobber must obtain a price equivalent to the cost of the goods, plus the expense of doing business, before one dollar of profit is made, and that a very slight commission over and above the same is satisfactory to the Jobber, and that the obtaining of the same, works no injustice to any one. It has been the policy of this Association (and should be in the future) to do our utmost to sustain manufacturers who adopt a re-sale price which protects the Jobber and Retailer in the enjoyment of a reasonable margin of profit.

"While we take the position that the Jobber is entitled to a differential in price which will cover the expense of distribution, and, in addition a slight amount as a net profit, we also see that this Association can consistently go on record as favoring the protection of the retailer's profit.

We have noted with much satisfaction, the movement in this direction on the part of some manufacturers.

It is true where there is no standard of price, the retail merchant is entirely at the mercy of the price cutter, but we find that where manufacturers have established a price to the Consumer, that the same has generally been respected



WM. STARKE, Montreal.

Who Has Retired After Holding the Presidency for 1909 and 1910.

by those who otherwise would have been inclined to have sold goods down as low as cost.

Collective Buying.

We believe that the agitation on the part of a few retail merchants to form co-operative buying propositions, is due very largely to the fact that by reason of the unrestricted selling price to the Consumer, their profit is eliminated and they hence feel that through co-operative buying, a profit may be obtained. These plans have been tried in the past and have not met with success. The retail merchants have found that it was quite as expensive for them to assemble and distribute goods as it would be for the Jobber to perform similar work.

The manufacturers realize that the collective buying proposition is unworthy of support.—

First: Because they realize their dependence upon the jobber for the distribution of their product.

Second: Because they realize that it is unfair to the rank and file of retail merchants whose business is not large enough to justify a connection with a co-operative buying proposition, that a few should be placed in a position where they could interfere so materially with the business of many.

We therefore hope that this convention will give serious consideration to the proposition of advocating the fixing of re-sale prices by individual manufacturers on their product, with the understanding that in doing this, there shall be no effort to obtain anything in excess of a fair and reasonable margin of profit.

We do not advocate the combining of manufacturers to bring about this result, as we look upon that as being illegal, but the law recognizes the right of the individual manufacturer to fix his selling prices, and it is this plan that we advocate.

Visitors Present.

H. L. McNamara, President, and M. L. Corey, Secretary, represented the National Retail Hardware Association at the conventions

Wm. Starke, Montreal, President and James Hardy, Toronto, Secretary Canadian Wholesale Hardware Association, together with S. H. Alexander, Wood, Vallance & Co., Hamilton, F. R. Newman, Caverhill, Learmont & Co., Montreal, W. H. Lamont, H. S. Howland & Sons, Toronto, and H. T. Hunter, Hardware & Metal, Toronto, were the Canadians present at Atlantic City during the convention.

ENLARGING GLIDDEN PLANT.

The Glidden Varnish Company, who took over the Blackwell Varnish Company's plant at Toronto a few months ago, have already found the premises too small and are making extensive enlargements, including a new tank house with a storage capacity of 300 barrels of finished product, a new boiler and power house, a melting house which will give the company four times its present capacity in varnish manufacturing, a filter laundry and reducing house for purifying the materials used in their manufacturing processes, and four large 500 gallon tanks, to be buried in the ground, giving a storage capacity of 2,000 barrels of raw material, which will be brought in on tank cars, stored in the tanks and pumped as required to the various factory buildings. Additional ground has also been secured for the erection of a four story building, to be gone on with next spring.

F. S. Lyman, manager of the Canadian plant, is to visit Cleveland next week to confer with the advertising department, preparatory to launching an extensive advertising campaign in this country similar to that carried on for many years in the United States.

U.S. Dealers to Experiment in Co-operative Buying

Pennsylvania Retailers Organize Million Dollar Company—Dealers Asked to Take Stock and Do Their Buying with the Concern—Several Similar Companies in the Field on a Smaller Scale.

The American Hardware & Supply Co., Pittsburg, has been organized by retail hardware merchants for the purpose of distributing hardware, cutlery, paints, mine, factory and railroad supplies to retail hardware dealers who affiliate themselves with the company as stockholders.

In its operations the American Hardware & Supply Co. will follow the lines of the Philadelphia Hardware Merchants' Association, Philadelphia, and the Bison Hardware Supply Co., Buffalo, both of which have been in existence for some time. M. R. Porter, under whose direction the buying company is being organized, was formerly with the Belknap Hardware & Mfg. Co., Louisville, Ky.

Only Stockholders Get Discounts.

Only those retail hardware merchants who become stockholders of the company will be entitled to the discounts offered on purchases. It is estimated that a merchant buying $1,000 worth of goods a month will receive concessions from regular jobbing prices amounting to about $130, while a merchant buying $500 worth would receive a concession of $65. The small dealer who is a stockholder will have an equal chance with the larger dealer. All bills must be paid by the 10th of the month following the purchase, otherwise the merchant loses the price concessions.

The American Hardware & Supply Co. will confine its operations at first to Pennsylvania, Ohio, West Virginia, New York, New Jersey, Delaware, Indiana and Virginia, and if the project is successful other states will be added to the list. A number of merchants have already purchased stock and others have signified their intention of doing so.

Arrangements are now being made for the use of a large warehouse in Pittsburg. Branch warehouses will be established later if the growth of the organization warrants.

Following is a circular sent out by the company which touches upon the advantages and economies of the plan:

"Shareholders will always be posted on market changes and can figure promptly on any specification and meet prices of supply companies and hardware jobbers. They can secure large orders for direct shipment when not practical to furnish from stock. The retail dealers, being stockholders in a large wholesale company, overcomes prejudice of some buyers against purchasing at retail.

"Since this plan eliminates the necessity for heavy buying, the average dealer could reduce his stock more than $500, invested in the company; if not, interest on this is only $30 a year, or $2.50 a month.

Present Expense and Profit of Conducting a Wholesale Hardware Business.

"Traveling salesmen, salaries and expenses, sales managers, house salaries and assistants, advertising, entertaining and donation, maintaining, credit department and bad acc'ts.....9 per cent

"Interest, house rent and allowance, officers, stenographers, etc., insurance, taxes, etc. .....7 per cent

"Net profit to jobbers .....4 per cent

"As each dealer is his own salesman, and his stock guarantees his account, the item of 9 per cent. and jobbers' profit of 4 per cent. is eliminated. Our purchases will exceed those of most wholesale houses, giving a buyer power enjoyed by but few. We have figured an economy of 13 per cent. and expenses of 7 per cent., but believe the latter can be reduced to 5 per cent. and economy raised to 15 per cent.

"We estimate that on a purchase of $500, at average jobbing prices, the economy will be 13 to 15 per cent., to be deducted from the monthly statement.

Example Based on Economy of 13 Per Cent.

"Invoice	July	10	(itemized)	$90	$72
"	"	15	"	100	80
"	"	18	"	110	88
"	"	21	"	80	64
"	"	29	"	120	96
				$500	$400
"Cost of doing business at 7 per cent				....	$35
"Less economy of 13 per cent				$65	....
"Net am't of July statem't				$435	$435

"Jobbers with best intentions toward retailers are powerless to improve conditions. More than 50 per cent. of consumers' requirements of hardware and kindred lines is purchased from catalogue houses and supply companies, acused by inability of retailers to meet prices. These concerns buy as jobbers and are selling consumers as cheap as jobber can sell retailer.

"Co-operative buying by retailers has seldom been profitable, as average quantities for shipment are small and undesirable to manufacturers, and retail dealers cannot wait indefinite shipping dates. Under our plan immediate shipment will be made from our stock.

"The cost to the retailer (interest on investment) is $30 a year, while syndicate buyers charge several times this sum.

"The plan operates against dealers who buy from two to three hundred thousand dollars yearly from manufacturers, since smaller buyers will purchase on as low or lower basis, and prompter shipment, but several such parties are members of the company because of the advantages of reducing stocks and securing immediate deliveries.

"We will write shareholders later concerning plans for issuing catalogs similar to those of the large catalogue house, to be distributed by the retailer to his customers, confining the line illustrated to those carried in Pittsburgh and in most case by the retailers in their own stores. The local dealer's name only would appear on these books.

"We have planned our new catalog in such a way that dealers will be given better and more concise information than has heretofore been furnished by traveling salesmen. We hope to have this ready for distribution January 1, 1911, at which time we expect to have the company in active operation.

"There is no watered or promoters' stock, and every one is on the same basis. The estimate of 5 and 7 per cent. as expense of doing business, includes salaries of manager and other employes, and, in fact, expenses of every kind.

"We will carry large stocks, especially suited to stockholders' demands, and will appreciate suggestions for addition of new lines, but no one is obligated to buy from the company, unless to his advantage."

ABOUT CHRISTMAS TRADE.

The regular goods in the front part of the store will naturally give way to holiday articles which may be arranged so as to show off to the best advantage, by giving them sufficient space on stands or counters so as not to appear crowded, and to permit customers to examine them critically. It will pay to use enlarged space in the newspapers, and by other advertising to inform the public at large that the store is headquarters for a large and varied stock of holiday goods. Attractive circulars can be mailed and otherwise distributed to customers and to the public in general. Illustrations of the goods adds immensely to the effectiveness of this advertising. Deciding early in the season what goods are to be offered, arrangements can be made to secure electrotypes to illustrate the advertising, which probably could not be readily done at the eleventh hour. Customers appreciate the convenience of having purchases stored until Christmas eve, or until such time as they may designate, and it would be well to emphasize this feature in the advertising as it will induce early buying. This plan can be carried out by foresight in arranging for such deliveries.

Blotters of envelope size are sent out by the Oakmont Hardware Co., Oakmont, Pa., in all mail to customers. By the use of these blotters the concern aims to get the attention of the busy man.

Suggestions for Development of Trade in November

Care Should be Taken That the Christmas Stock is All Received, and That No Shipment is Being Held Up—To be Ready is Most Essential—Planning out The Programme—Consult the Clerks—Give the Windows a Seasonable Appearance of Warmth During November—The Stock of Skates and Hockey Sticks—Keep up The Display of Paints—The Question of Handling Cement Tools.

During the coming month merchants should see that their stock of Christmas goods is complete, and that any line which may have been delayed in shipment, owing to the jobber not having the goods when the order was first received, is either sent on, or the order cancelled and placed with another house.

It is imperative that the whole stock as figured out by the merchant, should be in the store, so that there is no delay in showing the lines when the time comes. If a competitor for the Christmas trade happens to step in before the merchant in any particular line, and thus secure an attention that the latter cannot, because the goods are not in the store, then the shipment when it does come has lost half its selling power. Therefore if a merchant thinks there is any chance of being held up for any particular class of goods, he should cancel the order and place it elsewhere.

With the whole stock in, the merchant can go over every line carefully, and consider how best to display it, and to what extent he should advertise each class of goods individually. If he has something that he thinks will prove a big bringer in of business, he can arrange for a little extra advertising attention. The Christmas campaign is not to be attempted in a happy-go-lucky sort of way. The probable selling worth of each line should be carefully weighed, the amount of advertising, the window displays and their designs, the various ways suggested from time to time in these columns to excite the curiosity of the public, and to bring them to the store, all should be gone over carefully this month, so that when December arrives there shall be no delay. The clerks should be consulted. One or two pleasant evenings could be spent by the merchant and his staff discussing ways and means. It would be time well spent, for it all depends upon the handling of the stock how the Christmas trade is going to swing.

It must not be forgotten that the Christmas demand can be stimulated much easier than a from day-to-day demand for an ordinary article of hardware. The demand is there, and the merchant has not so much to create it as to swing it in his direction. The custom of giving presents is developing of itself every year. What the merchant has to do is to prove that he is the best medium for the buying of presents. This can only be done by a strong campaign at publicity. Excite the curiosity of the district, show among the many useful articles that is generally carried by the merchant, novelties that will make the people talk, and the battle is half won. All this, however, means hard work, and careful planning out. Therefore the merchant who this month gets his whole extra Christmas stock in his store, who has carefully picked out from his staple lines articles that would make useful presents—and it is surprising how many there are—and arranged them in his mind's eye all ready for the fight, is in the best of condition to secure success.

Seasonable Displays.

During the month the windows should be given a seasonable appearance. Whatever the design run let there be a warm cosy look about it, suggestive of the comfort that appeals at this time. Last year we suggested a winter comfort window, and many merchants followed out the idea with a great measure of success. It is a subject that can be elaborated in many directions just according to the ingenuity of the merchant. The scheme briefly is to display in the window those articles which go so much during the winter evenings to make the home cosy and comfortable.

Among the many articles are included reading lamps, oil, gas and electric, screens, curtain rods, oil and spirit heaters, chafing dishes, various electrical devices, cutlery and glass and china ware. A cosy room could be represented in the window, and with the aid of screens and curtains and an imitation log fire at one end and a red lamp showing at night a very good comfort window can be shown. This will not only bring in trade but it will be a good advertisement. The same idea could be followed out so far as kitchen goods are concerned. A kitchen could be shown displaying a kitchen range, and various enamel and tin ware. Give the whole design a warm and cosy look. Do not make the air around the range look so cold that one gets the idea that the fire must be out. A merchant who displays a little ingenuity in this way does a great deal towards advertising his store and bringing in trade. It is the window that is out of the ordinary and yet displays the articles that the merchant wishes to sell that produces results.

Sporting Supplies.

During the month the merchant should go over his stock of skates and hockey sticks to see that his lines are well assorted. It is a costly error to be short on popular sizes especially if there is a rival hardwareman. Toboggans, sleds and snowshoes should receive attention, for in this, as in other lines of sport, the customer is not inclined to wait for the goods to arrive from the shipping house, especially if he can get served elsewhere. Gymnastic supplies are also worth pushing. Most institutions devoted to the betterment of the younger generation are fitted up with gymnasiums, and there is a very wide field for development in the country districts. An opportunity exists here that a merchant can well follow up.

Weather strip, snow shovels, sleigh heaters, stable fittings, horse blankets, heating accessories, glass and putty should all have their share of attention. Many merchants are inclined to ignore the staple lines of hardware in their advertising propaganda. Specialties get all the attention probably because the merchant thinks that everybody knows that a hardware store carries enamelware, tinware, and other staple lines. That is very true, but everybody does not know what class and style of enamelware the store carries unless they are shown. Many a housewife would decide to turn out an old kitchen utensil for a smart looking enamelware one if her attention was called to the latter by reason of a good window display. There are also a lot of kitchen utensils that many are at present doing without because it is not generally known that the merchant has them in stock. It is wrong to imagine that because an article is known to be carried by a merchant that there should be no attempt at pushing it. No article should be left to sell itself.

So long as the fine clear weather continues the outdoor paints should be prominently displayed, and the reasons why painting is most satisfactory at this time driven well home. But that does not mean that on the arrival of the unseasonable weather the paints should disappear to the back of the store. There is the indoor painting to be considered. Here there is no season limit. The varnish-stains, the enamels, the bronzes and so on can be put on all the year round, and the need for them exists all the year round. So that the merchant not only caters to a demand by pushing his indoor paints but he maintains the continuity of the interest in his paint department as a whole.

In introducing new goods, an Eastern retail hardware firm makes a practice of sending personal letters to women of the town. These letters call attention to the merits of the new line of goods. Frequently an article is sent to a home by a messenger, and an accompanying letter states that the article has been left for a day's trial.

HARDWARE AND METAL

Established - 1868

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IMPORTANT TRADE PROBLEMS.

Re-sale prices and private brands were the two questions to receive most attention at the conventions of hardware manufacturers and jobbers, held in Atlantic City last week.

Quite a large number of manufacturers have adopted a definite re-sale price for both jobbers and retailers, and they claimed it had worked admirably.

One of the chief advantages is the elimination of the price-cutter, who invariably demoralizes trade in his locality. Under the new system he enters into an agreement when he purchases these lines of goods not to sell them below a certain figure. If any dealers violate this agreement all channels through which he might secure them are watched and special mark is placed on all goods sold the parties who are suspected of supplying him. In this way the manufacturer is able to find out the jobber through whom the goods are sold, and unless he refuses to sell the price-cutter his supply is shut off.

The re-sale price system assures every dealer of a good, fair profit. Many retail dealers have not figured out definitely just what it costs them to handle certain lines of goods, and the result is they do not add sufficient margin of profit. The manufacturer goes into this matter thoroughly and fixes a profit which is considered by the majority of the trade as adequate, and yet not too high to curtail the demand from the general public.

A definite fixed re-sale price has been found to be the most efficient method for fighting the catalogue house, as they have established their reputation for cheaper prices by cut prices on a few of the standard lines of goods. Manufacturers are beginning to see that once the retail dealer has been eliminated or greatly weakened, the catalogue houses will then be able to dictate prices to the manufacturers, as they will control the distribution.

All manufacturers are ready to admit the advantages of the re-sale price system, but some of them claim that the freight is such an important item on their goods that it means they would have to fix different prices for half a dozen or more different sections, and this would mean that on the border towns between these sections there would be two schedules of prices for firms who would be competitors.

There are also a number of manufacturers who claim that it would be impossible for them to enforce a re-sale price on their goods, owing to the subterfuges adopted by dealers for giving a concession in some shape or other to customers buying goods at the regular fixed prices. One manufacturer stated he had tried out the re-sale price system in England, but that he had to give it up on this account.

The other question of private brands has not made much progress, as far as any action of either association is concerned. There is, however, a constantly increasing number of manufacturers who are refusing to market goods under any other brand than their own private brand, and there are also more jobbers each year who are adopting special brands of their own, and endeavoring to induce their customers to handle them in place of the manufacturers' private brands.

Jobbers' brands are probably a good thing for the jobbers, but the manufacturer who goes into the business of manufacturing special brand goods for jobbers has very little to fall back on if the jobber decides to place his business the following year some place where he can get a slightly better price.

The whole situation seems to be very well summed up by Mr. S. Norvell, of Norvell. Shapleigh Hardware Co., St. Louis. who stated that he believed it was good policy for jobbers to get goods made under their own special brands, but that if he was a manufacturer he wuld refuse to make any goods which did not bear his own private brand.

BIG POWDER MERGER.

Rumors of a merger of Canadian manufacturers of explosives have been whispered around recently, and it is understood that the arrangements have now been practically completed, the new corporation to be known as British-Canadian Explosives, Limited, with a capitalization of $10,000,000, and having headquarters in Montreal.

The Nobel and Dupont companies have been on friendly terms for several years, the latter operating chiefly in the United States and the former paying more particular attention to the Canadian market, also controlling the Hamilton Powder Company, with plants at Windsor Mills and Belle Isle, Que., and Nanaimo, B.C.

In the consolidation are the companies referred to and the Ontario Powder Co., Standard Explosives, Limited, and the Western Explosives, Limited, these including practically all the companies producing explosives in Canada except the Giant Powder Company, San Francisco, which has a plant at Telegraph Bay, near Victoria, B.C. There are also several smaller concerns in Eastern Canada, some of which have recently secured charters. Competition has been very keen during the past few years and this state of affairs has been a factor in bringing the various corporations together.

MAKE THE STORE ATTRACTIVE.

A hardware salesman in a Lindsay store made a good point the other day when he said that appearances count a whole lot in making the store popular for women buyers. He believed in adopting modern methods of display and in using silent salesmen and up-to-date conveniences, but he was handicapped by being forced to put up with fixtures which are not strictly modern.

Then he told of how he had made a sale of a number of large mirrors to a Greek, who had recently remodeled a Lindsay store and opened a confectionery and ice cream parlor. The Greek, by making his store attractive, has captured the bulk of the trade formerly held by the behind-the-times confectioners who had depended upon a parlor behind their store or a table behind a screen to attract business.

Appearances count, not only in store arrangement and fixtures, but in the personal dress of the salesmen. A bright, cheery store, with modern silent salesmen, bright window trims, a clean floor, and a metallic ceiling, clear of lanterns, pails, tinware, etc., and with neatly-dressed salesmen behind the counter, will quickly outstrip in trade its rival with fixtures purchased and installed by the fathers of the present generation.

Brighten up the store and go after the women's trade.

Merchants living in good farming sections can awaken considerable interest and obtain good advertising out of a Harvest contest, in which prizes might be offered for best ears of corn brought in on or before a certain date. When they begin to come in, the merchant can arouse interest by exhibiting them in a prominent place.

How to Increase Holiday Trade in Small Towns

Begin Advertising Early in Order to Familiarize the Public That Practical and Useful Gifts Can be Secured at The Hardware Store — Goods Should be Put in the Window Not Later Than December 1 and the Displays Changed Several Times—Lines to Push.

Written for Hardware and Metal by W. J. Illsey.

From personal experience I consider the best policy for merchants in small places to adopt in developing holiday trade is to begin calling attention to the Christmas goods about the middle of November, through the medium of the local weekly or semi-weekly paper. You need not necessarily use your ad. space every week from that time up till Xmas for advertising holiday goods. But, as is known to the hardware dealers in general, the public do not think of the hardware store as the place to buy suitable Xmas gifts, so you must educate them to this fact, and the only way to do such work is through the weekly or semi-weekly advertisement.

In these holiday ads. tell the public that you have bought largely of lines which you are sure will be found most attractive as Xmas gifts. Enumerate the various lines, and quote prices. Suggest what you have suitable for the various friends to whom the purchasers might wish to give. For boys and girls, or for ladies or gentlemen. This plan starts them talking and planning.

Then along about the first week of December start your window displays of Xmas goods. Have plenty of price tickets on the lines displayed, also cards advising early selecting. Change the window displays at least 3 times during the early part of December. Then about Dec. 15 or 16 put in your real Xmas display. It will be wise to do this early, as all hands will be required during the last week to help serve customers.

A good plan is to have some scheme such as the giving away of some article or articles on the day before Xmas. With each purchase made give a coupon which is numbered. Advertise that on Xmas Eve, or during the day before Xmas day, you will give these gifts to the persons holding the corresponding numbers on the article or articles chosen for the event. This will cause a lot of talk, and, of course, all who have purchased will want to come to the store, and wherever there is a crowd more will gather, and you will thus get a lot of good advertising for small expense.

Always keep in mind that you are out to get more Xmas business. Do not stop after a few efforts have been put forth. Keep everlastingly at it.

Make the people know that you are offering splendid lines for Xmas presentation. Use everyone who comes to look only just as well as the one who buys. They will very likely come again.

Get all your clerks enthused. The plan of offering a bonus to all clerks on amount of sales made has been tried, and by some found successful. But the main things are, and always will be, to first have suitable goods which you know you have bought right; second, to let the people know what you know; and third, you will find that just as soon as the public realize that you are in a position to serve them to their satisfaction business will increase, and you can count on more of it each Xmas as the years roll along.

Here are lines which should be pushed for Xmas selling:—Skates, sleighs, hockey sticks, small calibre rifles, air rifles, games, toboggans, pocket knives, electric smoothing irons, fancy plated (copper) tea or coffee pots, carpet sweepers, carvers in cases, cases of fruit knives, and also of steel cutlery, plated knives, forks and spoons, safety razors, shaving brushes, scissors in sets, and separately, small tool chests filled with tools, etc.

You will note that most all the above are lines carried usually in regular stock. But they must be pushed, and if you do your part the results will never fail to please you.

EVERY ARTICLE WAS PRICED.

One of the holiday windows which received honorable mention in Hardware and Metal's window dressing contest a year ago was that shown in the accompanying illustration, it being arranged by K. Mathewson, son of George Mathewson, hardware merchant, 734 Queen street east, Toronto. It is such a window as could be arranged in practically any hardware store in Canada, no matter how small the place, or how ancient the store front, with satisfactory results.

The side of this window was composed of a large door hung so that it could be placed at any angle, it being covered with golden yellow felt, each corner being decorated with half a dozen sets of knives and forks. The centre was a square, composed of bread knives, with a few odd butcher knives around the outside to fill the board. The back was an arch covered with the same material, with wire shelves on the sides, and on these were set 3 piece carving sets. The top of the arch was decorated with 2 piece carving sets, while on the inside of the circle was an advertising sign, the inner and outer edges of circle being decorated with holly. At the bottom of the window were other cutlery goods, such as knives, forks, spoons, sets of silverware, etc., every article having a price ticket attached.

Hanging on the front of this window was the sign "Merry Xmas," the "Merry" being a painted sign, and the "Xmas" cut out of a cedar block with pocket knives stuck on the sides of same, with a price ticket on each letter. We found the price tickets helped very greatly in selling goods, and that we could make much better and quicker sales.

The opposite window was decorated with skates, sleighs and hockey sticks, the good hockey sticks being fastened on a board at the side, and the cheap ones hanging in two circles from the ceiling, the bottom being given up to skates only, and the back to sleighs.

This window had a background of green felt.



Holiday Window Trim in George Mathewson's Store, Toronto.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Toronto.

Canada Plates—Advanced 25c.
Tinned Sheets—Advanced 25c per 100 lb.
Galvanized Sheets—Higher by 5c per 100 lb.
Tin—1½c decrease.
Turpentine—Advanced 3c.

MONTREAL.

Oct. 28—The firmness so noticeable in the markets last week due to the stronger tone in the primary markets has continued, and although tin in London had a slide yet locally no change was made, and merchants held rigidly to old figures. Concessions for good round lots were not easy to obtain, and altogether the situation has been very bullish.

Trade has continued very good. Users have to come repeatedly into the markets owing to the low stocks carried, while those who ship by water are commencing to look further ahead so as to have some metal by them when the higher freights are imposed. The strengthening tone to the markets naturally brought in a lot of inquiries, and as one merchant said things seem more like old times. Tin has been moving well at the high figure of 38c, while spelter, copper, and lead have been stimulated rather than checked. The imported iron situation is unchanged except that operations are being quickened on account of navigation drawing to a close. Prices are firm and unchanged.

During the week there was a slide in tin, but the bull operators did not lose control, and their efforts to maintain high prices will be watched with interest. Copper is showing more stability, and the favorable opinion expressed last week as to its improvement is further confirmed as time goes on, and without being unduly optimistic it looks as if copper was in a fair way towards recovery. There is less apathy in New York, and prices are slowly advancing which is much better than a quick rise. Spelter and lead continue to show higher figures in London, and all the way round there is an excellent tone despite uncertainty as regards tin. In fact merchants across the Atlantic have been refusing to quote on later delivery in most lines. The situation in the United States iron and pig markets is just the same, with new business hanging fire unless encouraged by some concession.

Pig Iron—The market continues in a healthy state with a good brisk trade going. Deliveries are being hastened on account of the nearing end of navigation. New business is reported as being fair for domestic furnaces. We quote: No. 1, $18 to $18.50; No. 2, $17.50, at furnace; Middlesboro No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50. Little change is reported in the United States situation, although the general feeling is not quite so depressed as it was. New business is being booked although buyers are asking for concessions and getting them.

Tin—There is no change in local quotations and jobbing prices continue around 38c, good round lots being of course closer to the primary market price. Inquiries are good, and trade brisk despite the lack of confidence in the market. A slide occurred during the week in London. The great point now being discussed is whether the bull operators, who have been able to hold the market so long are in a condition to keep things together. Business on American account has dropped off, while the recent cornering of spot supplies in New York has entirely fallen through.

Copper—With the good stiff tone to the markets copper has been stimulated in demand, and better trading is reported. Users are taking a keener interest in the market, and both buyers and sellers are much less apathetic. The local price is unchanged although New York has been slowly strengthening. Stiffer prices will come however if the improvement continues. There is still no discordant note in New York. There is a strong opinion that copper has commenced a strong but steady upward movement, and it is certain that there is more consumptive energy while the large users are taking greater interest in the market. The whole situation, however, hangs upon the fact whether production is to be genuinely restricted or not.

Spelter—Spelter is unchanged although very firm in tone. Trade is active and some large contracts have been placed during the week. The English market still rises, and a continuance of the movement will be reflected in local prices.

Lead—The lead market is very firm under good reports from the old Country. Trade has improved and merchants profess themselves satisfied with prospects. The English market has gone well over the £13 mark, and an advance locally is anticipated if the good feeling continues.

TORONTO.

Toronto, Oct. 27—There is a general improvement in the metal market, particularly in copper. Confidence is now being displayed in all quarters and the market is firmer than it has been for some time.

Advances are recorded in tinned sheets, galvanized sheets and Canada plates, due to light stocks.

The price of tin has decreased 1½c on the local market. The London market experienced a break this week but has since been gaining a little.

Pig iron—The pig iron situation is rather better this week. The demand is good although the orders are small. Prices remain firm. No. 1 Canadian is $19.50, while $19 is the figure asked for No. 2, f.o.b. furnace. Other quotations are Middlesboro No. 3, $20, Summerlee N. 2, $22.50, Cleveland No. 1, $20.50, Clarence No. 3, $20.75, Jarrow, $20.50 and Glenganock, $22.50.

Tin—The tin market has been irregular but it closed strong. In London there was a distinct break, the highest point reached being £170 and the lowest £162½, but the closing quotation was £167½, showing renewed confidence. A decline of 1½c was shown in the local price, 38½c being asked for large consignments. Last week's quotation, 40c, was asked for smaller bulk. The demand continues good.

Plates and Sheets—There is active demand for sheets and plates. This, combined with the lightness of the supply has caused an increase in several lines. Tinned sheets have advanced 25c per 100 lbs,, galvanized sheets. 5c per 100 lbs. and Canada plates 25c per box, the latter price now standing at $4.00. The increase in Canada plates results from the falling off in English production. Jobbers do not regard the increase as other than temporary. The prices on charcoal tin plates and charcoal tin boiler plates remain firm and the demand active.

Copper—The copper market is firm and buyers are in the market for forward requirements. There is a feeling of optimism evinced on all sides and buyers are acting on a belief in the stability of present quotations. The demand is heavy, prices remaining firm.

Spelter—The tone of the market is excellent, though slightly lower prices are quoted, $6.15 to $6.25 being the prevailing figures. Trade is active, there being good demand. The outlook is for a firm market.

Lead—No change is quoted in lead. The demand is strong and sales are reported to be satisfactory. All markets are firm with every prospect of remaining so. Domestic lead is quoted at $3.75 with a 5c increase for imported lines.

Old materials—No changes have been made in old metals but the improvement in new metals has had a quickening effect. Dealers are quoting as follows: light copper and bottoms 9¾c; heavy copper and wire, 11 to 11½c; heavy red brass, 9½ to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½; heavy lead 2¾c; scrap zinc, 3½c; No. 1 wrought iron, $10; machinery cast scrap, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6.

U. S. METAL MARKET.

New York, October 26.—The Iron Age says: The feeling is general that iron trade conditions, while they may not

change decidedly for the better in the near future, are not likely to grow worse. Consumption in all lines, apart from the railroads, has been maintained with steadiness in the past two months, and it is expected that whatever improvement comes this year will be almost exactly measured by the business the railroads place.

The Steel Corporation's report, showing earnings of $37,365,000 for the third quarter of the year, or only 7 per cent less than for the second quarter, was better than might have been expected from the slowing down of output since the middle of the year. The comparison is favorable, also, with the third quarter of 1909, when with a larger output at somewhat lower prices the total was $38,247,000.

Pig iron buying has increased in the past week, but again prices have suffered and another has been added to the succession of bottoms.

HARDWARE MARKETS

MONTREAL.

Oct. 28.—There is a very good tone to trade, and jobbers report a steadily increasing volume of business. There is still no desire to load up heavily on the part of dealers, but the orders are well assorted and show that a lot of care is being exercised in the selection of the goods. This is particularly noticeable in the ordering of the Christmas lines. A stronger tendency to buy only the best grades of cutlery is also noticed. At one time merchants were not at all particular, price then being the main thing, but now it is different, and quality has the first consideration. Reports from the jobbing house and houses dealing with purely fancy goods alone such as are suitable at Christmas show that dealers are not only anticipating a good Christmas demand, but they are going to cater well to it.

Stoves and range houses report a brisk call the colder weather naturally stimulating the consumptive demand. Cold hods, ash sifters, pokers, etc., are also in good demand.

Seasonable lines such as sleigh bells, weather strip, lanterns, snow shovels are moving very well in a sorting up way. There is a very brisk movement in skates and hockey sticks, and stocks are already showing signs of the inroads made upon them. Snowshoes are also more prominent. Guns have now fallen off, but there is a steady call for ammunition. Lumbermen's supplies are now very brisk, while builders' hardware continues to be about the most reliable seller.

Seasonable Lines.—A steadily increasing volume of business is being done in general seasonable lines. Sleigh bells, sleigh heaters, weather strip, snow shovels, heating accessories, and lanterns, are moving well in a sorting up way. Staple lines such as carpet sweepers, sad irons, food choppers, bread mixers, and cleaning utensils are in steady request. The market has a good firm tone.

Cutlery, Silverware and Fancy Goods.—Reports from the various houses show that orders for carvers in cases, table cutlery, spoons, forks, general lines of silverware, cut glass and bronze, china, leather and other fancy lines are increasing. One house dealing with purely fancy lines said that its trade with the hardware industry has greatly increased within the last year or so, and this season business looked to be a record.

Sporting Goods.—The sorting up demand for guns has quieted down, although a steady request for ammunition is noticed. Skates are the strong lines just now, and with hockey sticks form a good percentage of the general orders going out. Snowshoes, toboggans, sleds and gymnastic supplies, are showing a seasonable stimulation.

Builders' Hardware.—The movement in builders' hardware is still a very good one and this line should certainly be given the pennant for a steady call. The country trade is dropping off, but locally the demand is still very good. The market is firm and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—The demand maintains its strength, with the good construction work going on. Nails are also in strong request. The market is unchanged, and we quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—There is a good movement in bar iron and steel but other lines are quiet. The market is steady and we quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire.—There is a little doing in most of these lines just at present. The market is firm and we quote: Barb wire, car lots, mixed, $2.45; small lots, $2.50; plain twist, car lots, $2.75; small, $2.80; galvanized wire, No. 9, $2.25 in straight and mixed car lots, and $2.30 small lots, f.o.b. Montreal; coiled spring fencing, $2.30 straight and mixed car lots, and $2.35 small lots; plain wire, bright, annealed and annealed and oiled, $2.35 base; staples, bright, $2.60; galvanized, $2.85.

Lumbermen's Supplies. — The movement in boot calks, axe, and axe handles has improved, while snowshoes are also commencing to be called for. Prospects for lumbering operation improve as time goes on.

TORONTO.

Oct. 27.—Trading is reported good by the jobbers, particularly in builders' hardware, while sporting goods are still selling in large quantities. The sale of seasonable goods is very fair and early winter lines are now moving with regularity. There does not seem to be any distinct gain in winter goods, however, owing to the continued mild weather. After the first hard frost, trading will improve.

In a heating goods there is pronounced activity. Jobbers are overloaded with orders, particularly for hot air furnaces. It is found difficult to keep up with the demands of the markets.

Seasonable Lines.—The demand is gradually veering from the late fall to the winter lines, but the continued warm weather is holding off the winter trade to some extent. There is not much demand at present for snowshovels but weather strips, wire mats, sleigh bells and sleigh heaters are moving and the trade in lanterns, stall fixtures, blankets and general farm goods continues good.

Builders' Hardware.—The demand is strong with no signs of a falling off. There is a continuous sale of roofing and metal shingles and sheets are being used. Business in all lines of builders' hardware has been and promises to continue satisfactory. Prices remain firm.

Household Goods.—There is a consistent demand for all lines. Kitchen accessories, tubs, washing machines, mops and brooms are called for. With the approach of the Christmas season the demand for cutlery is showing signs of activity while silverware is improving.

Heating and Lighting Goods.—The stove trade is at its best. Jobbers and manufacturers are finding it hard to meet the demand, due to the volume of trade and also to the fact that rush orders predominate. Householders are showing anxiety to have furnaces installed while the mild weather lasts and are urging quick delivery. Activity is noticeable in pots, pans, stove pipes, cookers and other lines of like nature. Lighting goods are selling well and a steady demand is shown for gas and electric fixtures.

Sporting Goods.—The demand is still strong. Guns are not selling freely but ammunition is being sold in large quantities. Jobbers stocks are becoming low. To the opening of the partridge season is attributed the renewed interest in field sports. Skates and hockey sticks are now in demand although the trade has not reached seasonable proportions. Rugby goods have fallen off with the advance of the playing season.

Heavy Hardware.—The market continues firm and active. There is a consistent demand in all lines.

Christmas Goods.—There is no great demand yet for holiday lines but indications point to an early activity. Inquiries are received for the better grades of cutlery, silverware, brassware and leather goods, indicating a tendency to carry the best lines.

Steel Magnates Reach International Understanding

Canadians Participate in Organization Meeting of American Iron-Steel Institute — Representative Steel Manufacturers Also Present From Europe—An international Understanding One Result of the Meeting—Stability of Prices Aimed at.

As announced in Hardware & Metal last week, the first gathering of the American Iron-Steel Institute held at New York on Oct. 14, was the most important gathering of steel magnates ever held in America, Canada being represented at the meeting by T. J. Drummond, Montreal, president Lake Superior Corporation, George W. Watts, assistant general manager Canada Foundry Company, Toronto, John M. Taylor, president Taylor-Forbes Company, and John M. Taylor, junior, Guelph. In addition to the Canadian members of the Institute, there were about twenty-five of the most distinguished and representative steel magnates from Great Britain, Germany, Austria, Belgium and France, many of them titled, present as guests. Included amongst these were such men as Baron Bodenhauser, director of the Krupp Gun Company, Germany, and Sydney Jessop Robertson, managing director of Wm. Jessop & Sons, Sheffield, England. All of the foreign guests were able to speak the English language.

An International Understanding.

Judge Elbert H. Gary, chairman of the United States Steel Corporation, in opening the Institute meeting, said:

"This is a momentous occasion. There are represented in this room the principal iron and steel manufacturers of America, and also a very large percentage of the manufacturers of iron and steel of foreign countries; and in this day when competition is so great the world over, when men are contesting for pecuniary success, when rivalry is not only emphatic, but often destructive, and many times bitter, we in this room advocate the gospel of peace and good will. Our creed is the Golden Rule, and we practice what we preach. Many kind things have been said during the day concerning the United States Steel Corporation, and that corporation and its representatives have been generously given much credit; but I assure our friends from abroad that the great success of the United States Steel Corporation is largely dependent on, and the result of, the friendship and co-operation of other great steel and iron manufacturers in this country (applause.) Whenever any great question of great importance is to be considered, all the leading iron and steel men of this country cheerfully and promptly recognize any request for consultation and lend their influence and effort to the success of whatever object may be sought to be determined."

Speakers representing various countries replied to Judge Gary, probably the most interesting statement being made by G. Scaby-Smith, managing-director of Bolckow, Vaughan & Company, Middlesborough, England, who said:

"I understand your institute concerns itself more immediately with commercial questions. Our past intercourse with you has, I think, proved to us all that it is to our mutual advantage to meet and discuss these problems, which are of equal or greater importance than technical experiences. By doing this we not only enable the producer to have the advantage of the experience of the best appointed works, but we are able to exchange such information as to supply and demand as to prevent over-production or undesirable scarcity, and hence possibly inflated prices. So far as the gentlemen present from England are able to represent the English views, I believe we are in accord with the idea that arrangements of this character are to the adantage of all. We have come here to learn and be instructed and I trust that the result of our visit may be to draw us into closer relationship with you.

"President Farrell will, I think, bear me out when I say that the European makers are generally prepared to take a reasonable view on all questions affecting their commercial interests, and, on the other hand, I may say that we have always found the American equally reasonable. We hope that the bond of union inaugurated by the birth of your American Iron and Steel Institute will continue to exist and to extend. Possibly in the near future these gatherings may prove the need of an international iron and steel institute, at which the discussion of commercial and technical questions may be a feature. I am sure that a policy of friendly conference for the exchange of views and experience on such matters can do much to remove the sharpness of under competition."

Stability in Prices Desired.

One of the most important addresses delivered at the meeting was that on "Co-operation in the Steel Industry" by Judge Gary, in which he referred to the growth of the iron and steel industry in Canada and the United States, and the present conditions surrounding the industry. He said:

"One of the most important matters at this time, and perhaps at all times, is the maintenance of stable conditions in the iron and steel industry; and to this is attached the question of prices. For periods, at least, in the past unsatisfactory conditions have been the rule and not the exception. Violent, sudden and wide fluctuations in prices have occurred, and they have been detrimental to every one connected with the business and to the public generally. The steel and iron industry, more or less recognized as the barometer of trade, has had an influence on general conditions for good or bad, and much of the time for bad. We do not advocate, and never have, fixed unchangeable prices. If they are unreasonably high they should be lowered, and vice versa. If for any good reason at any time we are convinced that the rights and interests of ourselves, our employees, or our customers demand decreases in selling prices or the readjustment of prices, we should be prompt to make them. This does not, however, militate against the general proposition in favor of stability as opposed to demoralization. We know, as a matter of fact, from most careful observation and an abundance of testimony from those directly affected, that the maintenance of fair prices and the prevention of sudden and wide fluctuations is desired by our customers themselves."

Law of Supply and Demand.

"It has sometimes been urged," continued Judge Gary, "that an effort to maintain reasonable prices for iron and steel is contrary to the natural laws of trade; that it is opposed to the law of supply and demand. This we do not admit. We do not undertake or advocate anything unreasonable, unnatural or unfair. Those who oppose the maintenance of fair prices when the volume of business is low, on the ground that it is contrary to the law of supply and demand, make the mistake of supposing that capacity to produce creates supply. The law of supply and demand means the quantity which one possesses and is willing to dispose of and the quantity which another desires to possess and is willing to buy. Capacity to furnish does not create supply; nor does ability to purchase create demand. It is just as illogical to say that because one is able to furnish a given quantity, that is evidence of the supply, as it would be to say that because another can use and has the money to pay for a certain quantity, that constitutes a demand. The whole question should depend upon mutual consideration and decision. The seller should never take advantage of the necessities of the consumer to advance prices unreasonably, nor should advantage be taken of the necessities of the producer to secure his product at an unreasonably low price.

"What, then, should the manufacturer do at times when the consumers or purchasers are not willing to pay the price demanded, however reasonable it may be? Many of us, at least, believe he should reduce the output to meet the demand, much or little, and wait until those in need are willing to pay what is fair and right. Remember, this assertion is based on the assumption that prices at all times must be fair and reasonable and subject to reductions or changes whatever it is decided they ought to be made. Such reductions.

however, should be made only after due consideration and in an orderly way, and not as the result of panic. On the other hand, if prices are at any time higher than they ought to be, the consumer, whatever his pecuniary ability to pay may be, should wait until the prices are reduced. If the attitude of both seller and purchaser should be as suggested, it would not be long before they would get together on a proper basis, especially if what we advocate shall be carried into actual effect. What has been said is outside of, and without reference to any question of special privilege or undue advantage or improper control of any commodity which would enable the producer from motives of cupidity or otherwise to fix or maintain unreasonable prices, or to take advantage of the necessities of the consumer. The great aggregations of wealth make this question important; but it may not be appropriate to discuss the same at this time."

Addresses were also delivered on "Foreign Relations," "Betterment of Labor Conditions," "Contract Obligations" and other subjects by men prominent in the financial and industrial world, and a banquet was given in the Waldorf-Astoria on Friday, Oct. 15. On Saturday the party made a tour of New York harbor and between Oct. 16 to 22 made visits by special train to Buffalo, Niagara Falls, Chicago, Pittsburg and Washington, inspecting several steel furnaces and plants en route.

HARDWARE TRADE GOSSIP

Ontario.

H. Occomore, Guelph, was a visitor in Toronto on Monday.

The Stirling Electric Supply Co., wholesale and retail dealers, Toronto, have assigned.

The Glidden Varnish Co., Wallace Ave., Toronto, are building an addition to their factory.

H. Disston & Sons are to erect a one storey addition to their Canadian sawmaking plant on Fraser Avenue, Toronto, to cost $6,000.

The Canada Forge Company, Welland, have taken up the manufacture of tool steel in addition to their regular line of iron and steel forgings.

The Morrisburg tack factory will increase the number of machines used from twenty-five to fifty. A steam heating plant is now being installed.

H. McInnes, formerly of Thornton's hardware store, Norwood, has accepted a position as city traveler with the Kemp Manufacturing Co., Winnipeg.

The Consolidated Plate Glass Co., Wellington street W., Toronto, have bought property at 241 Spadina Ave., that city, and during the winter will erect a five storey brick warehouse, to cost $100,000. It is expected the new building will be ready by May 1, 1911.

Mr. John Irwin, who since February last has been manager of the Toronto office of Brandram-Henderson, left on Thursday night for Montreal to assume his new duties as assistant to manager Edwards.

Prince & Co., 550 Bloor Street, West, Toronto, have purchased the hardware and plumbing stock of T. W. Slean, 544 Bloor Street West. Mr. Slean is removing to Oakville, where he will establish a plumbing business.

The exhibit of the Imperial Steel and Wire Co., Collingwood, at the Great Northern Exhibition, contained what was claimed to be the largest roll of poultry netting made in America. The roll stood 126 inches high, on a platform 20 feet square.

Western Canada.

The Weaver Patent Oil Can Attachment Co., Calgary, has been incorporated.

C. W. Tray, hardware merchant, Lethbridge, Alta., is retiring from business.

H. W. Storey, Francis, Sask., will open a hardware store on Jan. 1 at Camrose, Alta.

Mooney and King, hardware dealers, Biggar, Saskatchewan, have dissolved, A. W. Mooney to continue.

L. G. Moffatt, Winnipeg, has gone to Perdue, Sask., to take up his share in the hardware firm of Moffat Bros.

Wood-Vallance Hardware Co. have purchased the warehouse property of Ashdown Hardware, Nelson, for $5,000.

The Saskatoon Hardware Co. secured the heating and plumbing contract of the John Deere Co.'s building, Saskatoon.

John R. Groat, hardware merchant, Elkhorn, Man., has been visiting in Victoria with a view to locating there permanently.

E. Johnson, plumber, tinsmith and fitter, has purchased the stock of E. Ryckman, Nelson, B. C., and leased the store on Sirdar Ave.

J. S. N. Dougall, Montreal, was in Winnipeg last week arranging to establish a permanent agency of the Dougall Varnish Co. there.

The hardware business conducted for the past four years by McDonald & Voight, in Dauphin, Man., has been formed into a limited company under the same name.

F. A. Sparles, Minneapolis, is in Saskatoon supervising the installation of a steam heating apparatus at the Empire Hotel. He intends to start a heating business there.

The hardware firm of Armstrong & Turnbull, Fillmore, Saskatchewan, have dissolved partnership. J. F. Turnbull will take the hardware department, and Mr. Armstrong the tin shop.

Wm. Bownness, hardware merchant, Victoria, B. C., was one of the large sufferers in the million-dollar conflagration in that city on Oct. 27. His hardware stock and large new building were completely destroyed, according to telegraphic despatches.

The J. D. Fraser Hardware Company of North Vancouver, scored a notable triumph in securing the recently awarded contract from the city council for one thousand feet of fire hose. The company procured the order in the face of competing tenders from several companies who bid direct instead of through local representatives.

The Canadian Fairbanks Co. have laid the foundation pillars of a substantial corrugated iron warehouse at Saskatoon, where they intend housing the heavier class of their stock, such as gasoline engines, large safes, etc. The building will be 80 x 50 feet, and will be a permanent structure. Next spring they intend to erect a very imposing building of brick and terra cotta, facing on 23rd street.

Maritime.

Mack-Buchanan is the name of a new hardware firm about to open up business at Liverpool, N.S. Mr. Mack was with The McLean Hardware Co., from the old days of J. N. Mack & Co., and has been doing their buying for the last ten years. Mr. Buchanan served his apprenticeship with the same firm. Both have a strong connection with the buying public in their vicinity.

United States.

C. Cowles & Co., New Haven, Conn., have purchased the "Murphy Line" of handles, including all styles and patterns of Drop, Grab, Inside and Lever Lock Handles, also the good will for this line, of the G. W. J. Murphy Company, Merrimac, Mass.

STEEL BOUNTIES TO CEASE.

Ottawa, Oct. 26.—The government, it is learned, will take no action regarding the question of bounties or duties on iron and steel.

Iron and steel bounties, that is the bounties that are paid on pig iron, puddled bars and steel ingots, will expire on December 31 next. The bounty paid on the manufacture of steel rods, however, will not cease until July 1, next. Payment may be made after June 30 on rods actually made and sold prior to that date.

The legislation regarding steel rods was passed last session at the instance of Hon. W. S. Fielding. During the discussion in committee on the bill, the question was asked of the minister of finance whether a duty would be imposed to take the place of the bounties. Mr. Fielding replied: "We certainly have no such intention at present; what may come in the future, I cannot say." The government has now decided to take no action.

News and Methods of Canadian Hardwaremen

St. John Hardwareman Passes Away—Novel Stove Display in Peterboro Window—Napanee Hardwareman Finds Go-Carts a Profitable Line—Another Hardware Millinery Window.

WILLIAM McAVITY DEAD.

St. John, Oct. 26.—William McAvity, for forty five years associated with the firm of T. McAvity & Sons, wholesale and retail hardware dealers and foundrymen, and supervisor of the manufacturing branch of the business, died last Friday night after a lingering illness, having suffered from paralysis for the past seven years. He was stricken while returning from a visit to New York, where he had gone to be present at the international yacht races, having been an enthusiastic yachtsman. His apprenticeship in some of the largest Boston machine shops served him well in his direction of the large manufacturing end of the McAvity business. He was a practical machinist, and took a keen interest in the workmen employed by the firm. He was born April 29, 1846, and was a son of Thomas McAvity, the founder of the firm. He leaves besides his wife, four brothers: Thomas, John A., George and Stephen S., all in the firm, and four sisters.

J. B. Douglas, Amherst, who with W. B. Tennant, of this city, was interested a short time ago in the purchase of the Silliker Car Works in Haliafx, announces that $400,000 will be added to the present capital. The car works will remain in Halifax.

The W. S. Loggie Co., general merchants, Chatham, are installing a large vault with double walls of brick, with an air space between, and so arranged that a stream of water will envelope the inner walls of the vault at any time desired.

AN ORIGINAL STOVE WINDOW.

Peterboro, Oct. 26.—Josh Gamble, recently with the Higgins Hardware Company, has accepted a position with Dobbie & Son, Brockville.

Mr. Morton, of the Peterboro Hardware, has gone to Vancouver, to a position there.

The Best Stove Co. have a very attractive window this week. A range is fitted up in the window, which is dressed to represent a kitchen. The mistress of the house has apparently been called away, leaving the breakfast things on the table. A kettle is boiling on the stove (kept so by means of a gas jet placed inside the stove) and a tramp has taken advantage of an open door to help himself to the goodies on the table. The window has caused a good deal of favorable comment on the originality of the dresser, Ray Best.

The Peterboro Lock Manufacturing Company's staff are busily working overtime, getting out entirely new designs in locks and lock sets, which they will soon place on the market, they having recently greatly enlarged their plant, putting in a quantity of new machinery.

The Rapid Tool Co. has also greatly increased their staff, under Mr. Rees, their new superintendent.

Alec. Archibald, master plumber, has three or four large contracts in hand, including the heating of the Schneider block, and plumbing and heating of the new Knox Church.

A HARDWARE TRADE WEDDING.

Hamilton, Oct. 24.—The marriage was celebrated here on Thursday last of William Vallance, Jr., son of William Vallance, president of Wood, Vallance & Co., wholesale hardware merchants. The bride was Miss Arvilla A. Gurney, daughter of the late Charles Gurney, at one time connected with E. and C. Gurney, stove founders. Mr. Vallance, senior, presented the young couple with a new home on Bay street. Hugh Vallance, Montreal, was one of the guests at the wedding.

TRADE GOOD AT NAPANEE.

Napanee, Oct. 26.—M. S. Madole, who has been in the hardware business here for over twenty years, reports that trade this year has excelled in volume, and from a financial standpoint, that of any previous season. Mr. Madole, the interior of whose store is shown in the accompanying picture, has recently installed two new silent salesmen. His store is 32 feet wide by 110 feet in depth, besides which he has a tinshop and workroom below, with space for an iron storage room, and with two flats and a warehouse 30 x 40 feet, for storage of general hardware stock.



Interior of M. S. Madole's Store at Napanee.

Two lines shown in the illustration are go-carts, and charcoal in bags. The former has proven to be a very profitable line, according to Mr. Madole, and has helped to popularize the store with the women folk. He also has a large turnover each year on the charcoal for domestic use, he having carried the line ever since it was placed on the market in this form, and the Napanee grocers having left the line to the hardware merchants.

HARDWARE MILLINERY STYLES.

Chatham, Oct. 21.—Close on the heels of the fall millinery openings in the dry goods stores, Westman Bros. hardware have been displaying some decidely stylish hardware millinery in connection with window displays of gas heaters. A display this week gives three stylish designs in headgear. A tall hat is made up of five inverted stewpans (granite) of varying sizes, one above the other, trimmed with a small broom at the side, and a bunch of gas stove "bricks" neatly wired together. A similar design, though wider and not so high, is made up of five inverted dish-pans, one above another, trimmed with a tissue-paper "whisk" at the side, and five pokers neatly arranged in the front. These "hats" are displayed mounted on lengths of stove pipe.

A striking design appropriately labeled, "The New Hat," parodies one of the most popular hats of the season. It consists of a huge tin tub, painted black, with a circlet of gas stove "bricks" going the entire distance around the top of the crown, and squares of tin and oilcloth at the side. This hat is displayed on Westman's "dummy" figure. As it overhangs the face very decidedly, a large hole is cut in the front of the hat to permit the wearer to look through.

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No inferior paint ever leaves our factory.

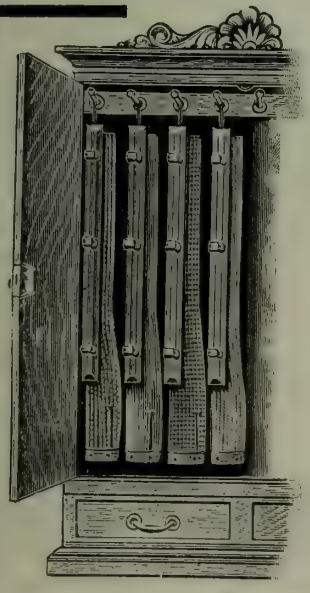
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"AVECTA"

Patent Trouser Pressers and Stretchers

Over 200,000 Sold.

This is a wonderful line, retailing in England at 30 cents, one which cannot fail to create interest in your store.

Send for Sample Parcel and Terms.

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Novelty Works,
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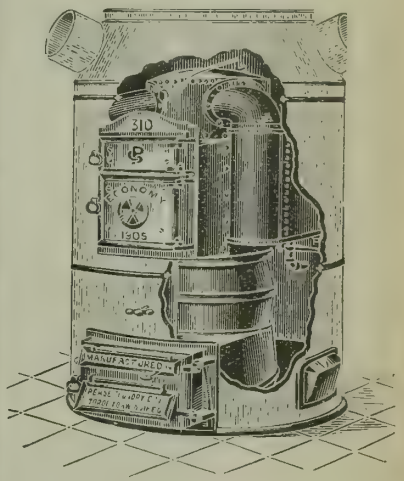
THE "AVECTA" TROUSER STRETCHER.
PATENTED.

Six Five Dollar Prizes are offered by the editor of Hardware & Metal for photos of window displays arranged by Canadian hardware merchants or clerks. Competitions close Dec. 1. and Jan. 1. See particulars elsewhere.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Oct. 27.—So far as local hardware trade is concerned, there is a marked quietness both in wholesale and retail branches. The wholesalers have had a big rush, and it is apparent that merchants are well stocked with a wide range of goods, and are waiting for business in their centres to clear out their lines. Wholesalers, however, are doing quite a sorting business just now, and deliveries of Christmas lines are being made to all parts of the West. There are many lines which are moving that are not in the following list, such as household goods, heating goods, which include oil stoves, furnaces and ranges. Winter sporting goods are going quite well, and this line will continue.

Some notable advances have been made this week in tin plate, terne plate and solder. The reason that the goods have been advanced is that prices have been forced up in the Old Country, owing to the inability of the factories to supply the demand. Sheet zinc is reported very strong, and an advance is confidently expected.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24. $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.10; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

There has been no easing off in the oil and paint trade up to the present date, and wholesalers and jobbers are shipping heavily in a wide range of finishing supplies. The mixed paint market is held firm, and the output is quite satisfactory.

Linseed Oil.—During the past week there has been a slight weakness noted in the seed market, and the Winnipeg price to-day is $2.34 a bushel. It is quite improbable that linseed oil will go any higher than the present quotations, raw being $1.15 and boiled $1.18. The competition of the English oil assists in keeping the market weak here, and it may be that without this competiton the market would advance.

Turpentine.—The output of turpentine has weakened considerably, due no doubt to the high price which prevails. The market stands at $1.10 to-day, but predictions are for a $1.25 market in Winnipeg very soon. The crop in the South is very short, and it is believed that extremely high prices will have to be paid for the pure stuff.

It is reported that a large quantity of adulterated stuff is on the market which has taken the place of pure turpentine, which owing to natural causes has been forced to high price.

Putty & Glass—These lines form a very heavy part of the trade at the present time. There is much glazing to be done, and it is believed that the demand will continue for some time yet. Putty in barrels, $2.90; in cases, $3.15; in kegs, $3.40.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

NEW COMPANIES.

The Gullberg, Ekberg Co., Kenora, Ont., capital $10,000; to manufacture and sell tar, creosote, turpentine, charcoal, etc. Provisional directors, J. E. Gullberg, A. Ekberg and Eric Ekberg.

Windsor Superior Mfg. Co., Windsor; capital, $100,000; to manufacture wares made wholly or in part of metal. Incorporators, Walter Bong, Jno. A. Smith, Windsor, and S. T. Allen, Detroit.

ESTAB. 1818

ASK OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

WHY?

BECAUSE !!

WE ARE MAKERS OF NEARLY ONE HUNDRED YEARS EXPERIENCE AND KNOW THAT WE CAN COMPETE.

HOYLE ROBSON BARNETT & CO. LTD.

HEAD OFFICES
35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND.

CONTRACTORS TO H.M. ADMIRALTY & WAR OFFICE

1818 ESTAB.

DON'T take our word for it, but read what dealers throughout the Dominion say about the value of the

SHERWIN-WILLIAMS AGENCY PROPOSITION

We have reproduced several of these letters in a little folder which we will send upon request. One of these letters is shown below:

Rossburn, Man., August 19th, 1910

The Sherwin-Williams Co.,
Winnipeg, Man.

Dear Sirs: Answering your letter of August 16th, asking for expression of opinion as to the value of your agency.

We attribute our success in selling paints to the fact that we are handling the right kind, Sherwin-Williams, keeping a well assorted stock neatly displayed, and taking every advantage of your advertising helps, as well as advertising extensively ourselves through our store paper. We back this up by constant personal work and a thorough knowledge of what each finish will do.

We have had two painters busy all summer, and can trace 75% of the work acquired to the assistance given by your personal letters and the Decorative Department.

We are getting $2.75 a gallon for every gallon of SWP sold this season and have sold four times more paint this year than last year.

We find your agency, through advertising done, draws many people to our store other than our regular customers.

Wishing you every success, we are,

Yours very truly,
ROSSBURN HARDWARE CO.,
(Signed) G. M. Watson.

971

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



THE BURLAP SEASON

is here—are you prepared to take care of the orders? If not, order a stock at once or send for one of our sample books.

LIN-UNA, BAS-KA-NO, WINNIPEG DYED BURLAPS.
SIZED, OIL-COATED, PLAIN, PREPARED CANVAS, MUSLIN, ETC.

The Winnipeg Paint and Glass Co., Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Stove Manufacturers Honor Retiring President

Illuminated Address and Diamond Pin Presented to John H. Tilden, Hamilton, on the occasion of His Retiring From the Stove Trade and Removal from Hamilton to Chicago.

A number of intimate friends and associates connected with the stove manufacturing industry of Canada, met at the Waldorf Hotel, Hamilton, on Wednesday, Oct. 19, to informally say "Good-bye" to John H. Tilden, who is retiring from the stove foundry business with which he has been connected for a number of years, and at the same time present him with an illuminated address and diamond pin as a testimonial.

After short speeches had been made by several of the stove manufacturers present, eulogistic of the sterling business qualifications of Mr. Tilden, and expressing the sincere good wishes of all present for his future health and prosperity, S. D. Robinson, vice-president of the Stove Manufacturers' Association, addressed Mr. Tilden as follows:

"On behalf of the C. S. M. A. whose offices of president and treasurer you have so graciously filled, we wish to convey to you the very great feeling of regret occasioned at your leaving our midst, not only in the capacity of an officer that will be hard to do without, but on account of the strength of your presence and personality, which has been always as a tonic to this Association, both in a social and progressive way.

"The members have expressed a wish that this meeting be more in the form of a social gathering, and no words sufficiently express the feelings that have been conveyed by the various members, when approached on the matter of attending this meeting, and on behalf of the association wish to convey our great appreciation for the amount of time and attention, as well as guidance you have brought to bear upon the affairs of same.

"We ask you to accept a slight token of our appreciation in the form of this little souvenir pin, together with the accompanying address, which has been prepared on behalf of the association to indicate to you their feelings on the occasion of your severing your connection with their mutual stove interest."

Illuminated Address.

To John H. Tilden, Esq.

Sir:—As you are now retiring from the position of President and Treasurer of the Canadian Stove Manufacturers' Association, we are reluctantly compelled to accept your resignation, but in so doing desire to express to you the high appreciation of the administrative ability, tact and energy which you have displayed in the conduct of the affairs of this association.

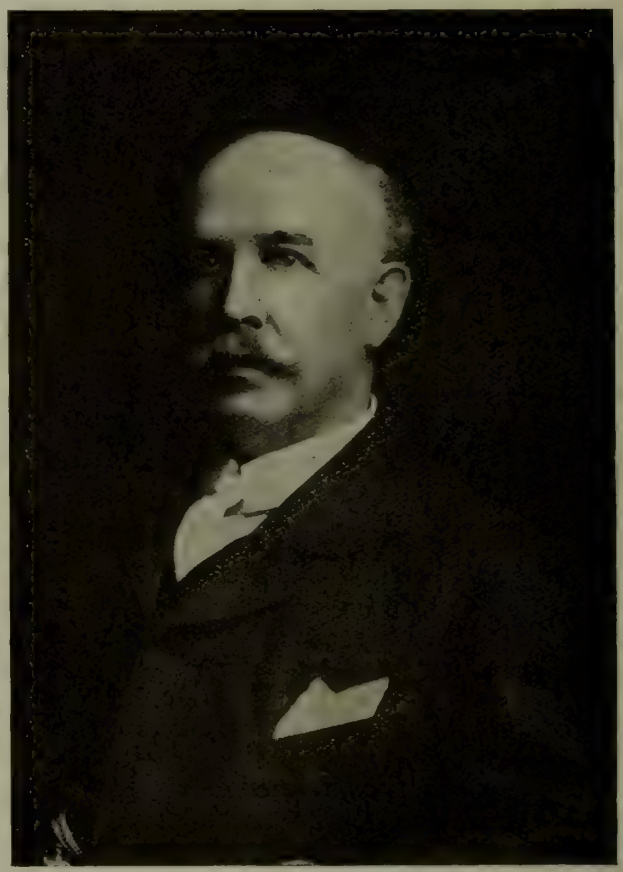
You have been connected with the stove manufacturing business in various capacities since 1870, a period of about 40 years, and have done good service, not only to the industries in which you were specially interested but to all the stove manufacturers of Canada, who at one time were associated together as the Canadian Iron Founders' Association, later, as the Caloric Club and at the present time and for several years past as the Canadian Stove Manufacturers' Association, and from which you will be missed, not only for your kindly, sociable disposition, but also for the knowledge, ripe experience and sound judgment which you brought to bear on matters of interest and importance to our association.

We beg your acceptance of the accompanying souvenir which we trust may always remind you of the many pleasant meetings over which you have presided.

In whatever sphere of activity you may interest yourself, we pray that you may always enjoy that measure of success you so richly deserve, and in parting, rest assured that you carry with you the best wishes of the Canadian Stove Manufacturers' Association.

Signed on behalf of the C. S. M. A.

S. D. Robinson, Vice-President.
James G. Insole, Secretary.
Hamilton, Oct. 19, 1910.



JOHN H. TILDEN, Hamilton.

Mr. Tilden, from whom the gathering had been kept secret, was taken completely by surprise, but replied briefly, expressing regret that circumstances had necessitated his removal to another city and resignation from a position it had given him pleasure to fill. The kind expressions and tokens of friendship would be cherished by him in his new sphere and it would be impossible for him to forget or sever the friendships developed during his long connection with the stove trade in Canada.

Mr. Tilden, it is understood, is to remove to Chicago to accept the presidency of a bank in which his brother is largely interested.

A STOVE TRADE REMINISCENCE.

An interesting story is told in connection with the recent resignation of W. H. Carrick from the general management of the Gurney Foundry Company, Toronto, to succeed John H. Tilden, as president and general manager of Gurney-Tilden & Company, Hamilton.

Some years ago Mr. Edward Gurney noticed that Mr. Carrick was not looking well, having been working very hard and taking little recreation, nights and even holidays having been spent in looking after the details of his duties. Mr. Gurney suggested a holiday but Mr. Carrick insisted that he was well and did not need a rest. Diplomacy was, therefore, resorted to by Mr. Gurney in

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY AND HIGHEST FINISH.

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Do YOU Endorse our Policy?

The splendid victory for price maintenance and profit assurance won with the help of the retailers has strengthened us even more strongly in our determination to maintain the high quality of the

Iver Johnson Safety Automatic **Revolver**

Maintaining the price, we can keep it the finest revolver in the world. Maintained quality is your customers' protection and yours. It safeguards your reputation and your profits.



The Iver Johnson is a ONE-PRICED REVOLVER. We play no favorites. Big dealer or little dealer, the same fair, honest treatment for all. This has been and always will be our policy.

Don't you, Mr. Dealer, endorse such a course? Then, why not stock up at once?

Iver Johnson's Arms & Cycle Works

Factory and General Sales Office, - 330 River St., Fitchburg, Mass.

New York: 99 Chambers Street.

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

Sales Agents:

ONTARIO—
Baines & Peckover, Toronto.

MANITOBA—
Bissett & Loucks, Winnipeg.

London Rolling Mill Co., Ltd.

London, Canada

getting Mr. Carrick away from his desk. Coming down one morning he said to Mr. Carrick:

"I have some very important business to look after at London, but cannot spare the time to cross the ocean so I want you to undertake it. Let me know how soon you can get away."

The ruse succeeded and Mr. Gurney carried it out further by telling Mr. Carrick:

"I do not want to worry you regarding the details of this matter so I have drawn up full instructions in this letter. Take a holiday on the way over and when you get to London you can give the matter your attention."

When Mr. Carrick arrived at London the instructions he received through the letter were:

"Cash this cheque and take a three months' holiday."

Mr. Carrick's faithful application to the details of the business he has in hand is well-known to all who know him and the incident related illustrates one of the traits of his character which has made it possible for him to rise to the high position he now occupies in the stove trade in Canada.

WATER-BACKS AND COILS.

A water-back of the average size contains about two-thirds of a square foot, or 100 sq. in. of heating surface, that is, surface against which the heat of the fire strikes.

The number of gallons this will heat per hour depends upon several conditions, among which may be mentioned the size and quality of the fuel used, the manner in which the range is operated, and the extent to which the fire is kept free from ashes. Various tests have demonstrated that one sq. ft, of water will under ordinary conditions of firing, heat twenty-five gallons of water per hour from an ordinary temperature to 180 or 185 degrees Fahrenheit, which is about the temperature desired in water for domestic purposes. On days when the range is used for baking or roasting this amount can be increased about 30 per cent. The estimate given is based upon a cast iron water back of usual thickness, clean and free from incrustations of lime or magnesia.

A water back or coil will, as a rule, heat two square feet of radiation for each gallon of range boiler capacity; thus, if a water back in a range is warming twenty-five gallons of water in the range boiler, it should warm approximately 50 sq. ft. of radiation in a pipe coil or radiator. If the surrounding conditions are good, this may be increased to 70 or 75 sq. ft.

In estimating the capacity of pipe coils placed in the fire-pot of a furnace it must be remembered that but a part of the coil is actual heating surface, and that only such portion as is, receives the benefit of the heat from the fire. It is wise to place at least one square foot of coal (3 lineal feet of 1 inch pipe) for each fifteen gallons of water to be warmed. A coil placed in such a position that its full area is effective will do more than double this amount of work. —Sheet Metal Shop.

METHODS OF DISPLAYING RANGES

It is not always an easy matter to display kitchen ranges to the best advantage. When they are simply lined up against one another on the floor of the store it is difficult work to move them about so that the customer can see the back and sides as well as the front.

A Minneapolis hardware dealer, according to The Hardware Trade, has solved this problem, having devised a very simple truck platform on which the ranges are placed. The trucks raise the ranges about six inches from the floor, they being constructed of wood, with ordinary casters on the four corners, so that the stoves can be easily moved.

This plan is even better than the ordinary stove casters, which are sold by jobbing houses, as there is not the chance for dirt to collect as when the ranges are placed on the floor level.

In the window difficulty is sometimes experienced in arranging a display which is more than so much iron in the window. In order to sell goods it is necessary to emphasize the good features of the range or baseburner displayed, as well as to show the stove itself. This is accomplished in the window display shown herewith, three base burners being shown, one closed and two open, to show the construction of the fire pot. Then, on the wall in between the stoves, are two long sheets on which are featured the main selling points of the goods displayed. The "why" and "because" is good salesmanship, as many customers will read the points made before entering the store, and will thus be ready to talk over the details of purchase more intelligently than if they had merely seen a baseburner in the window.



Effective Display of Baseburners in which Strong Arguments are Brought out on Window Cards in the Background of the Display.

THE BRISTLE BRUSH.

As announced in last week's Hardware and Metal that brush prices had been advanced by manufacturers to jobbers about 10 per cent., the scarcity of good bristles being the cause.

The best grade of bristles are obtained chiefly in Russia. This country and the United States are small brittle producers, despite the fact that hog raising is an important industry in America. This is due to the fact that here hogs are raised for the market, and are killed young. The bristles obtained, as a result, are short, crooked and of the wrong color, being used only for the cheapest kind of brushes. The value of bristles is determined by length, stiffness and color, white being the desired shade. Russian bristles are the best on the market, but good supplies are obtained from France, Germany, China, Siberia and India.

BIG DEMAND FOR NEW RIFLE.

The Marlin Firearms Co., New Haven, Conn., report an unprecedented demand for their new Model 27 rifle which, they state, is the first and only .25-20 or .32-20 caliber repeating rifle with trombone action. These well known calibers are extremely popular, for they are the most powerful sizes made that are adapted for use in settled districts, and they are serviceable for both hunting and target work. The new model incorporates about every desirable feature that can be placed in a repeating rifle, and the gun is said to sell at a very moderate price, with a good profit for the dealer. All hardware firms who take an interest in fire arms and sporting goods will find it to their advantage to look into the merits of this new gun while it is still a novelty and in such heavy demand.

A. C. and B. M. Bochner, late of Toronto, have purchased the business of the Guelph Metal Co.



No. 32

PAINT A NECESSITY.

In pushing a paint sale many merchants fail to emphasize the point that paint is not a luxury, but a necessity. They dilate upon the beauty of a freshly painted house or floor, and therefore give the customer the idea that paint is very nice when money can be spared, but it is something that can easily be put on one side when other things are wanted. In other words, the impression is given that paint is somewhat of an extravagance.

This is totally wrong, and very unfair to the manifold merits of paint. The merchant, while not forgetting the beauty of paint should lay most stress upon its hygienic and preservative qualities, and that in consequence of these paint must in all fairness be classed as a necessity, and not a luxury. This is a point that will score most with a probable customer.

Paint is a deadly foe to microbes. Nothing unhealthy can lurk around a properly painted board, whether it is on the outside of a building, or part of a dark cupboard. There is no rough surface for dust to collect. The place is at once rendered sanitary and perfectly healthy to the family.

Can paint under such circumstances be considered a luxury?

Then the preservative qualities are equally important. To the property owner the strongest convincing point is the fact that a properly painted house is protected against deterioration, and at the same time is considerably improved as a selling proposition. The investor's first impressions last with him the longest. The house itself, on examination, may suit him very well, but if he is disappointed with the exterior appearance, if the outside belies the interior, then the property owner has much harder work to swing the sale. This is but natural. Is paint an extravagance there?

A house painted regularly every three to five years will long outlast the one that has been painted but intermittently. The weather is not allowed to play havoc with the material. Is paint a luxury there?

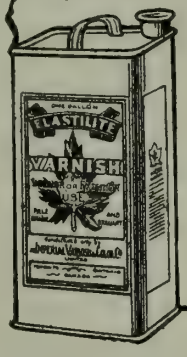
Another strong point in meeting the old excuse that there is no money this year to spend on painting, but that probably next year something will be done, is the one that to put off painting is not an economy, but on, the other hand, an extravagance. The damage done upon the woodwork by the storms of one winter alone, not only spoils the surface,

ELASTILITE

"No Varnish Like It"

ELASTILITE certainly is **the** all-purpose Varnish—it's made for people who want a good Varnish at short notice, for any kind of work, inside or out. Flows freely—brushes easily—dries well—is extremely durable—has a beautiful finish that stays right on the job from first to last.

Specially good for Hospital, Institution and other high-class trade.



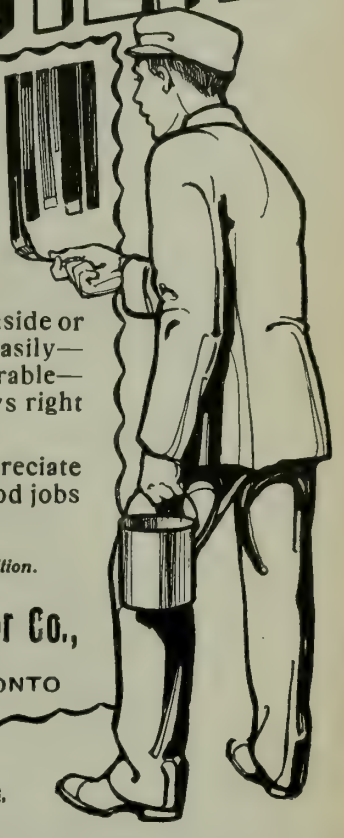
Your trade will appreciate ELASTILITE—"good for good jobs—not bad for the other kind."

Write for price list and special proposition.

Imperial Varnish and Color Co., LIMITED

Morse Street TORONTO

Stocks at 108 Princess Street, Winnipeg, and 550 Beatty Street, Vancouver



WROUGHT PIPE



Quality dominates M.R.M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M.R.M. CO. **with our Trade Mark**

THE MONTREAL ROLLING MILLS CO.

MONTREAL

but so affects the material that maybe the whole strength of the structure is imperilled. The damage done through this procrastinations is much more than the entire cost of the painting. Where is the economy, and where is the extravagance in this case? There is no doubt that money spent upon paint is just as necessary as money spent upon life insurance.

These points are not sufficiently dwelt upon by the merchant. There is a lot of ignorance among the prospective users of paint as to the value of paint, and the merchant to get the best results must throw light in these quarters. In all his advertising he must never lose a chance of impressing upon his district the many qualitiles of paint over and above its very apparent one of appearance. Properly put the hygienic and preservative qualities of paint are undoubtedly its strongest selling points. we doubt if few commodities have such a claim upon the pockets of the people. But the merchant must not hide the virtues of paint under a bushel.

PAINT AND OIL MARKETS

MONTREAL.

Oct. 28.—Sorting up orders are coming in steadily, and manufacturers and jobbers seem satisfied with conditions. Plenty of painting is going on, the higher cost all the way round not apparently checking, to any great extent, the demand.

Linseed oil and turpentine present no new features from that of the past few weeks. There is still a very bullish tendency, while with linseed oil there is no anxiety on the part of holders to sell. There is very little flaxseed offering. The tendency of English holders to quote lower figures for next year's early delivery shows that some relief in the tension is anticipated. Despite the high prices, there is a fair inquiry. All other lines are firm, in sympathy with prevailing conditions, and the demand is on the whole good. Turpentine and linseed oil have been advanced in some quarters.

Turpentine—There is still a very firm feeling in turpentine, and reports from the South as to the strength of supplies does not tend to relieve the situation. Prices, therefore, are very firm, and 1c has been added to quotations, making the prices range from $1.01 to $1.03. The demand is fair.

Linseed Oil—Linseed is still extremely bullish, and there is very little oil offering. The only break in the horizon seems to be the fact that English holders are accepting lower figures for next year's delivery. All the flaxseed offering is eagerly snapped up by grinders. On the whole, trade is not bad, considering the high price. The market has risen in some quarters, and prices are now a cent or two higher, ranging from $1.08 to $1.10 for raw, and $1.11 to $1.13 for boiled.

White Lead—The market, although unchanged, is naturally very firm. There is a good demand, stimulated no doubt by the belief that an advance is likely to occur at any time. We quote $6 to $6.50, according to brand.

Varnishes—There is a good call for varnishes and japans. The large users are buying freely, while a stimulation is noted in household tins. The market has a very firm tone.

Putty—There is a fair demand considering all things. Good consignments are going by boats, and the market is firm. We quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Oct. 27.—The feature of the market is a further advance in turpentine, of three cents, as a result of the storm which swept over the coasts of Cuba and the Southern States.

The demand for shipment of turpentine called for all the available supplies, so that the price is now at the highest point that the world has ever known, with the exception of the few years during the American Civil war.

As the season is now fully advanced, the price will likely remain at about its present point for the next few months.

In regard to linseed oil, it is impossible to tell when these advanced prices are likely to change. The price for linseed oil in Great Britain, and the price of flaxseed in Chicago, are still maintained at the very highest points.

The rate of freight on oil from Great Britain from this time forward will be at winter figures, so that for the next few months there does not appear to be any prospect of relief in this direction.

Linseed Oil—Prices quoted for oil run from $1.10 to $1.13 for raw, and $1.13 to $1.16 for boiled, and there seems to be no chance of an immediate drop from this high figure. One jobber, in fact, predicts further advances in November. The state of the market is such that some uneasiness is manifested on the part of manufacturers, who are now facing the problem of stocking up in this commodity for supplies for manufacturing ready mixed paints during the winter.

Turpentine.—Undoubtedly the feature this week is the announcement of an advance in turpentine. Some quotations are made as high as $1.07, though the general run ranges down to $1.04. One jobber quotes $1.01, but is quite apparently below the market. One reason for this continuous rise in turpentine is found in the recent hurricane. The resultant damage, and the delays to communication have had their effect on the

The Winning Three

Dependon

REGISTERED

Light Hard Oil Finish

Everlastic

REGISTERED

Quick Drying Floor Varnish

Gold Medal

Inside and Outside Varnish

If furniture, or interior woodwork of either hard or soft wood, is in need of renovation, DEPENDON will meet every requirement. It dries free from tack in a few hours, and if desired can be polished in twelve. It will please your trade.

If a floor varnish is called for, one that makes a splendid finish on any class of work. we recommend our **Everlastic** Quick Drying Floor Varnish. It dries hard, and comes mighty near being an "everlastic" coating. It is "elastic" and tough, and does not easily scratch or mar. It dries dust-free in about eight hours, has a brilliant lustre, and can be walked on next day.

If porch woodwork and front door, or bathrooms should need treatment, **Gold Medal** is unrivalled. It is smooth flowing and easily applied, is durable, and will resist moisture and changing temperature.

With these three Varnishes for household purposes in stock, you need no others. Cultivate simplicity.

Write for our favorable quotations.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty,** another important stone which must be a part of the foundation as well, can be added so easily — just build your business on

The Martin-Senour Paints

100 Per Cent Pure

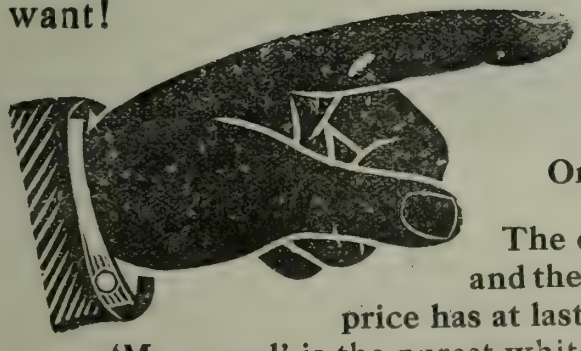
and you need have no fear of the future — your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful,** better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money — it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

Fills a long-felt want!



MOORAMEL

One of the MOORE LINE (Made in Canada)

The demand for Enamel Finish is daily increasing, and the want of a satisfactory ENAMEL at a reasonable price has at last been met by MOORAMEL.

'Mooramel' is the purest white color, works easily, sets slowly and flows like a high grade varnish. It dries dust free in a few hours, and dries HARD in 24 hours. 'Mooramel' is made only in white, but can be tinted to any desired shade by mixing with oil color.

Get ready to supply the demand. There's a 'well-worth-while' profit in selling 'Mooramel.'

Write for prices.

BENJAMIN MOORE & COMPANY LIMITED

West Toronto

New York Chicago Cleveland

market. The primary reason for the extremely high price of turpentine is, of course, the inadequacy of the supply. It was stated in one quarter to-day that trading was fair, the painters being as busy now as at any time during the year.

White Lead.—The trade remains fairly active. Prices show no change, pure white lead being quoted at $5.90 to $6.00. "Government standard" is still at $5.65. The market seems shaping towards an advance.

Varnishes and Japans—An advance is recorded by jobbers in varnishes and japans of 20 cents per gallon for the better grades and 10 cents for the cheaper varieties. This is following the advance made by manufacturers several weeks ago. The new price lists are not yet out. The increase is due to the steady upward trend in the price of oil. There is a good demand.

Putty.—The price of putty remains stationary. It is freely sold. Bulk in barrels is quoted at $2.20; in 100-lb. drums, $2.45. Bladders in barrels are quoted at $2.70; in 100-lb. irons at $2.80; 25-lb. loose, $2.55; cased, $2.60; 12½ lbs. cased, $2.80. "Special" putty sells at 10 cents less than the prevailing prices, and "pure" at 35 cents above.

Rosin—The general condition of the paint and oil market is reflected in the rosin trade. The price remains high, and sales are not very great, although the trading is, under all circumstances, satisfactory. "B" Rosin is $3.25 per hundred pounds.

Petroleum.—There is some activity apparent in the petroleum trade, prices showing no change. Canadian prime white coal oil is quoted at 13c; American water white, 14c; Pratt's Astral at 17c.

TURPENTINE AND ITS SUBSTITUTES.

According to Grimaldi, the nature of oil used in varnishes, for example, may be divided by the following method: 25 to 30 grammes of the sample are mixed with 50 c. c. of water, the mixture steam distilled and the oil coming over dried over calcium chloride and redistilled. The first 2 or 3 c. c., which should boil below 170 degrees, are collected, and one drop is dissolved in 2 c. c. of a solution of phenol in twice its weight of carbon tetrachloride, and the solution is then brought into contact with the vapor of bromine emitted from a carbon tetrachloride solution. Rosin spirit gives a yellow color, changing to green; wood turpentine gives a carmine red color, changing to violet; whilst in the case of pure turpentine the liquid is either colorless or at most very faintly yellow.

PAINT MANUFACTURER MARRIED.

With cheers resounding through the building, the lady members of the staff being especially prominent in this respect, W. B. Ramsay, of A. Ramsay & Son Co., Paint Makers, Montreal, was presented last week with a handsome case of old English china mounted in silver from the employes of the company, as a tribute of esteem on the occasion of his marriage.

Evan Jones, accountant for the firm, made the presentation on behalf of the donators, and referred to the paternal interest with which many of them regarded Mr. Ramsay, as they had watched him grow up from boyhood to manhood, and had been so pleased to see him following closely in the footsteps of his father. It was a fact worth recording that two of the donators were present at the marriage of Mr. Ramsay, senior, some 40 years back, while many others approached that number of years. There had been no royal road for Mr. Ramsay. He had started right in on the bottom floor, and had worked his way from department to department, until he was now assistant-general manager. He had gone into the industry thoroughly, having spent some time abroad studying the color business, and



W. B. RAMSAY, Montreal.

also spent some years in Winnipeg, so that there was little about the paint and glass business that Mr. Ramsay did not understand. As to his popularity with them, he thought that occasion, and more particularly the enthusiasm then being shown was sufficient indication.

Mr. Ramsay, undismayed by the "tigers," briefly returned his thanks, and said that it was his one desire to retain the esteem of all, and to do everything in his power to promote the interests of those connected with the business. He would always remember that occasion. With still more enthusiasm the company broke up, and the marketing of paint again became supreme.

Fort William is building a $72,000 police station. The contract for the heating plant and plumbing was awarded to the Fort William Hardware Co., for $5,064.

General Instructions

in selling the

CANADA PAINT CO.'S PAINTS

A number of salesmen in Hardware establishments are frequently at a loss in talking to a prospective buyer or in handing out a tin of Ready Mixed Paint, about the properties of the Paint and how it should be used. A few hints may be given, and if they are attended to and judiciously conveyed to the customer while the parcel is being done up, they will probably be appreciated, and will tend to show that the Salesman knows his business and takes an interest in his work.

The surface to be painted should be clean, dry and absolutely free from grease. All places showing sap and all knots must be shellacked. Do not grudge a little labor in preparing the surface; the operator will be well rewarded when the work is done. All Ready-to-Use Paint should be thoroughly stirred from the bottom of the tin, and if the surface to be painted is dry and porous the paint for first coat should be thinned by adding a little Raw Linseed Oil for outside purposes or a small quantity of Turpentine for inside work.

Never apply a second coat until the first is hard.

Paint not actually in use must be kept covered, otherwise it is liable to become "gummy" and unworkable.

Point out the necessity of keeping the brushes in good order. They must either be new or thoroughly cleared of old paint to do first-class work and avoid "streaks." Keep the "small boy" and the Cat out of the way until the job is thoroughly dry.

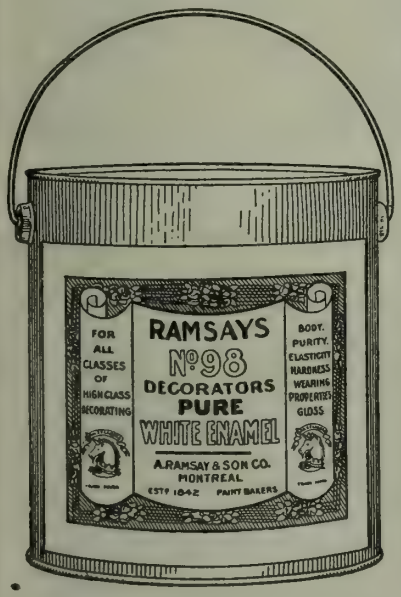
Finally, see that each package of Paint and Varnish bears the name of the

CANADA PAINT Company, Limited

Decorators' Pure White Enamel

We are telling you about this Enamel, just so that you will know where to procure a high grade white, for high grade work, when you want it. Many Canadian dealers are paying exorbitant prices for an imported Enamel, because they do not know that right here in Canada is to be found an Enamel that outclasses any of the imported goods.

This is the sign—



If any dealer wants to see just what Ramsay's No. 98 is like, he can have a sample for the asking of it. A sample is all that is necessary to prove that Decorators' Enamel need not be imported into this country at high prices.

Would you like to have a sample?

A. Ramsay & Son Co.
Established 1842
The Paint Makers
MONTREAL

The Hardwaremen on the lookout for a really honestly-made paint will find

NEW ERA PAINT

a genuine satisfaction-giver. It is warranted to cover more surface, to hold its color better and to last longer than any other prepared paint.

"New Era" Paint leaves a good margin of profit for the retailer.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal

The secret of the success!

Our special treatment and ageing of the oil used in

ELASTICA FLOOR FINISH

have enabled us to produce a varnish which will not crack or turn white, as many other varnishes do, but remains elastic and waterproof for all time. We are producing a perfect floor finish in "Elastica," a line that every hardware man can handle with profit and satisfaction.

When You Order Floor Finish Be Sure You Get

TRADE ELASTICA MARK

Not Something That Sounds Like Elastica, but

TRADE ELASTICA MARK

N.B.—All Standard Varnish Products are sold in full Imperial Measure Cans.



"Elastica Stands the Rocks."

INTERNATIONAL VARNISH CO.

LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO WINNIPEG

New York Berlin London

Chicago Brussels 2381

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY

IN

VARNISH AND VARNISHING

ALSO

LINGERWETT

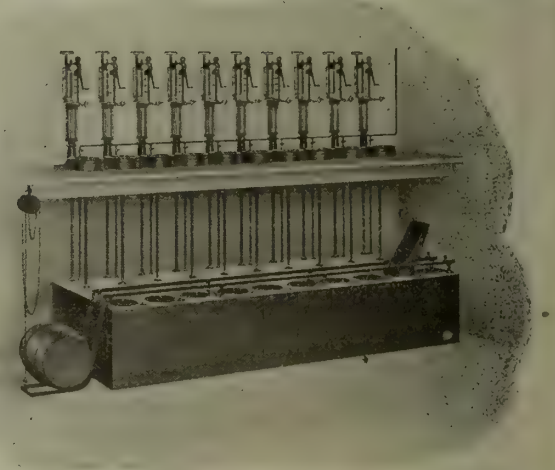
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

GLIDDEN'S

GREEN LABEL

Argument regarding the quality of Glidden's ***Green Label Varnishes*** and Glidden's ***Jap-a-Lac*** is superfluous. It stands to reason that we could not continue our heavy advertising unless the public liked our goods after trying them, and bought them again and again.

It's simply a question of "brass tacks" as to whether our combined varnish and ***Jap-a-Lac*** proposition is as profitable as any one of the several hundred you have to choose from.

You know what has been offered to you by others. The question is,—Do you know what ***We*** are offering?

Please remember, until you have heard from us, you cannot be fully satisfied that you have heard the best.

You have hundreds of articles for sale, and varnish is one of the many. ***We*** sell ***only*** varnish. It is our business to know what our competitors are doing, and when we tell you that our combined Varnish and ***Jap-a-Lac*** proposition is the best for you, we are honest in our statement.

When we say the ***Best,*** we mean "Best Quality," "Most Profitable," "Best Advertised," and "Easiest Sold."

We sincerely state to you that any concern that has spent the money we have to increase the consumption and demand for articles which you sell and benefit by, ought to have your hearty support, especially so if profit is as great as on unadvertised lines.

We do not believe an argument can be brought up, based upon good business principles, why you should not handle our ***Green Label Varnishes*** and ***Jap-a-Lac.***

A chance to explain our proposition is all we ask. Won't you write us before deciding upon the varnish and colored varnish connection you wish to make?

THE

GLIDDEN VARNISH CO.

Toronto, Ont.

VARNISHES

FOR ALL PURPOSES

FOUND!

A low price paint that really makes good—that satisfies the consumer—that makes money for the dealer.

ECONOMY HOUSE PAINT

Eighteen Shades, all Durable---All "Sellers"---Snappy, Attractive Label, Agency Slat Signs and Color Cards.

CERTAINLY—It's the most for the money ever offered. Investigate.

LOST!

An unusual opportunity, if you pass this by—while you hesitate the other fellow will write—the to-morrow habit is full of regrets—write to-day for color card and agency proposition.

CANADIAN OIL COMPANIES, Limited

TORONTO ST. JOHN MONTREAL WINNIPEG CALGARY

THE

HULL & LIVERPOOL RED OXIDE CO. LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues

Fine Leaf Glues

Town Glues, Medal Glues

Gelatine Glues

Granulated Glues

PREPARED IN OUR OWN FACTORIES

HOME AND EXPORT SPECIAL F.O.B. RATES

Charles Massey & Son LIMITED

WATERLOO WORKS, Newcastle, Staffs.

Established 1839. ENGLAND.

London Office: 5 MILK STREET, E.C.

VICTOR TRAPS



A Reliable Trap
at a
Moderate Price

EVERY TRAP
PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.
Niagara Falls, Ont.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

Special prices direct to merchants.

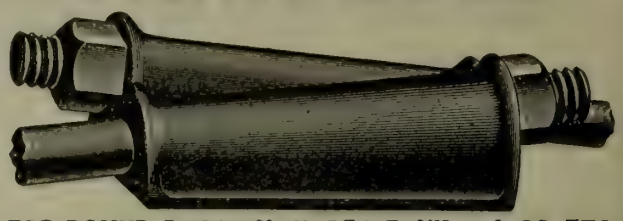
Get our circular.



MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes ⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and tha *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

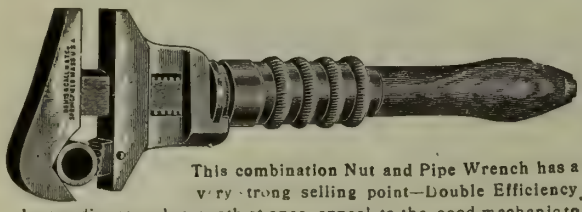
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

Your Opportunity For Profit!

Old-time methods of evaporating maple sap have been entirely superseded by the introduction of the

"PERFECT" MAPLE EVAPORATOR

which every hardwareman should sell. It is well built of best materials, and offers a means of income to the farmer at a time when he needs it most. Produces the best quality of syrup at a minimum of cost for fuel.

Why not push this splendid seller?

The Steel Trough & Machine Co., Ltd.

TWEED, - - - - ONT.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE



TRY IT.

SOLD BY ALL JOBBERS

¼-lb tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any othe WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



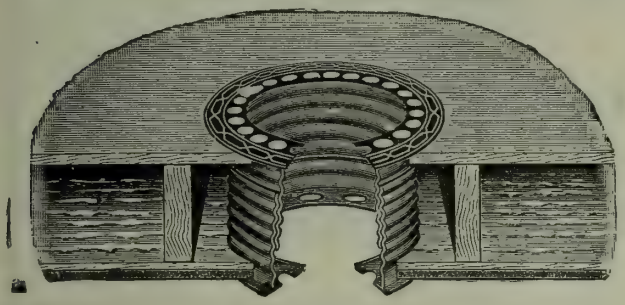
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THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO. ONT.

EUROPEAN OFFICE: 116 HOLBORN. LONDON E.C. ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

HARDWARE IS "STRONG" WARE and so is New Brunswick "KRAFT" WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B	404 St Nicholas Bldg M. 1746

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g,	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England



A Splendid Line for Fall Trade

Your customers can save dollars on repairs to stoves and furnaces by using

STERNE'S STOVE PUTTY

Odorless, never cracks, makes light joints, bakes hard, never crumbles.

Stock and recommend our

ASBESTOS FURNACE CEMENT

It bakes as hard as iron, is strictly fireproof and a perfect non-conductor.

Send for samples and prices.

G. F. STERNE & SON, - Brantford, Ont.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

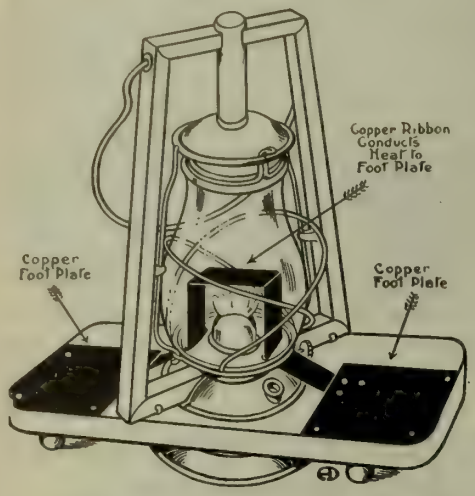
Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer!



Do YOU Want a WINNER?

Something NEW to show your customers that they will buy and be pleased with.

ECONOMICAL AND CANNOT DAMAGE THE ROBES.

SCIENTIFICALLY DESIGNED
MECHANICALLY PERFECT

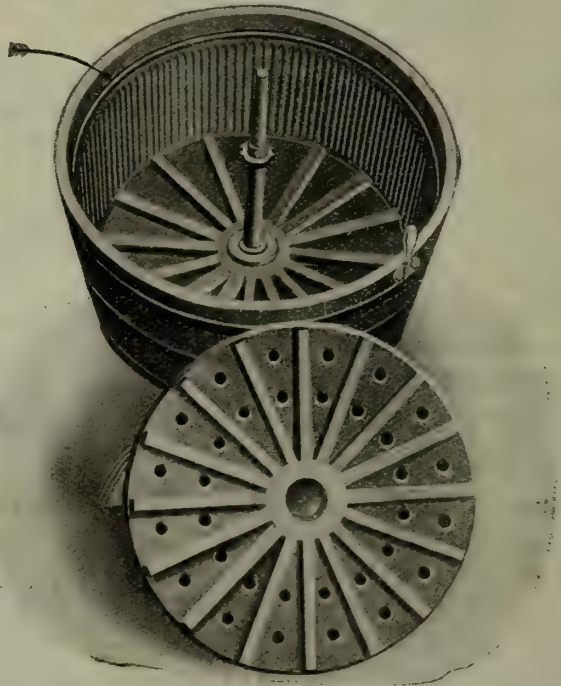
For Sale by all Jobbers.

Manufactured by

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

A Study in NEW CENTURY WASHER CONSTRUCTION

Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are

Exclusive Features

that cannot be copied

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the

New Century

and other kinds.

CUMMER-DOWSWELL, Limited, Hamilton, Ont.

W. L. Haldimand & Son, Montreal, Eastern Agents. ***MAKERS*** **H. F. Moulden, Winnipeg, Western Agent.**

Mr. Hardware Man!

THE COPPER COATED CAKE



If you don't buy our

BABBITT METAL

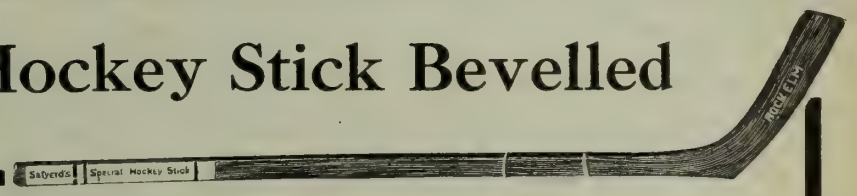
we both lose money.

Harris Heavy Pressure Bearing Metal

Is a money maker. IT always brings repeat orders. Used by Engineers and Machine Men from coast to coast.

The Canada Metal Co. Ltd., Toronto

Salyerds' Special Hockey Stick Bevelled



This favourite stick is made from carefully selected second growth rock elm and thoroughly seasoned. Only the most perfect sticks are selected, they lie flat on the ice, and have a polished finish. Special shapes to order. A great favourite with hockey players. We make sticks of every grade and shape, right and left hand. Wholesale and Jobbing Trade only.

E. B. SALYERDS, Preston, Ontario

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

May we send you a copy of our comprehensive catalogue? You'll find details therein of the very book suited to your individual needs.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—General hardware business, located in one of the best farming districts of Ontario, two railroads. Stock will run about $4,600. Will sell at 80 cents on the dollar for cash. Box 1042, HARDWARE AND METAL, Toronto. (46)

FOR SALE—Hardware business; turnover $30,000; 75% spot cash; well situated in rapidly growing western city. Lease two years and half to run, $200, $225, and $250. Stock $8,000. Cash $4,000, balance arranged. Box 1038, HARDWARE AND METAL, Toronto. (44)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (2tf)

HARDWARE—Splendid opportunity to purchase Hardware business in Western Ontario, having excellent trade. Apply Box 1039, HARDWARE AND METAL. (44)

WANTED—Hardware business in good town or city. Please give particulars re stock and location. Box 1044, HARDWARE AND METAL, Toronto. (45)

ARTICLES FOR SALE

OLIVER TYPEWRITER, latest pattern, practically new; cost $112 a year ago, for $70. F. E. HENDERSHOT, Mount Forest, Ont. (45)

SITUATIONS VACANT

HARDWARE CLERK—Must be temperate and good stock keeper. One capable of taking charge if necessary. State age, experience and salary expected. FRANK A. CHILD, Matheson, New Ontario. (47)

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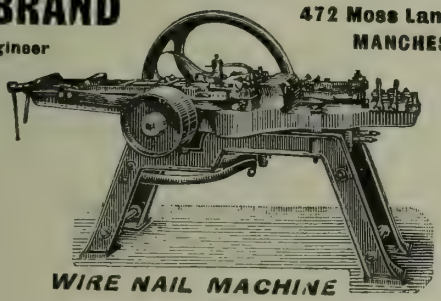
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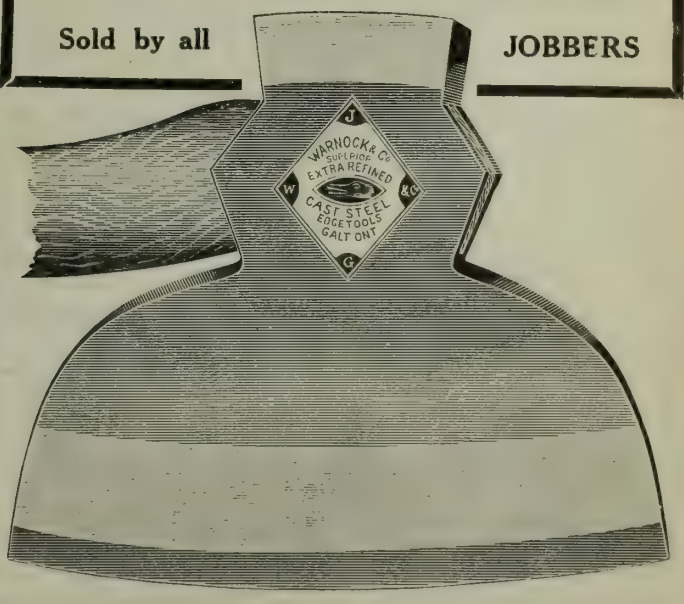
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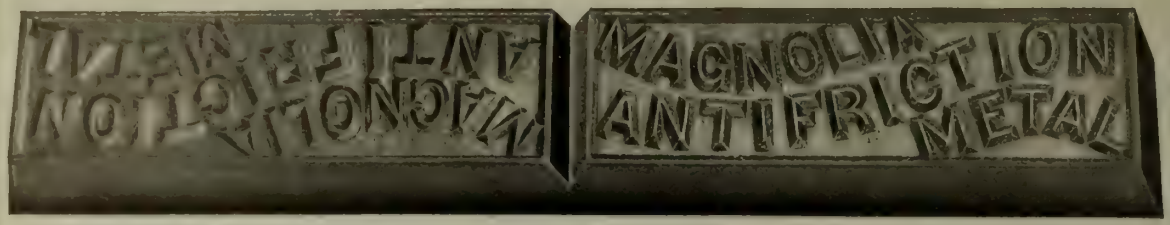
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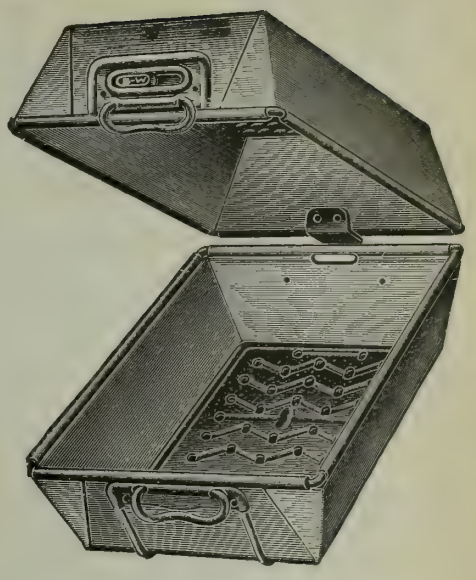
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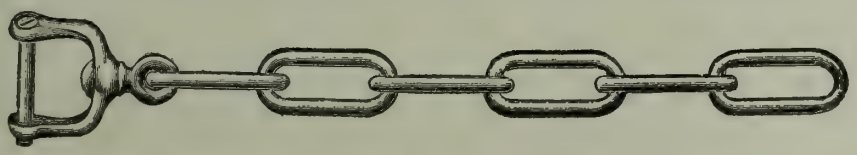
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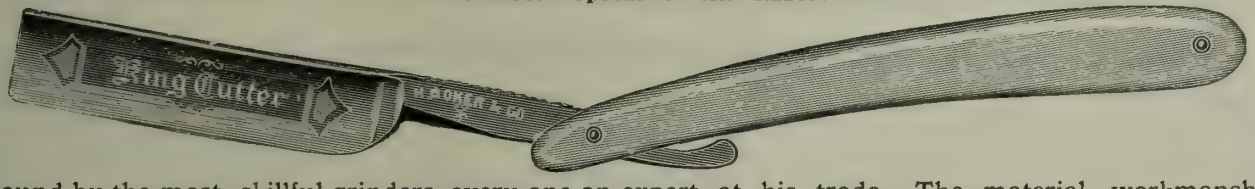
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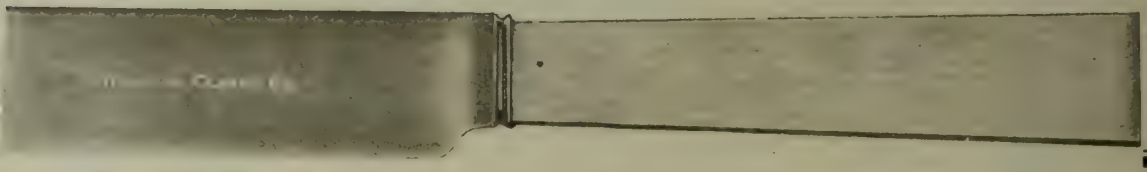
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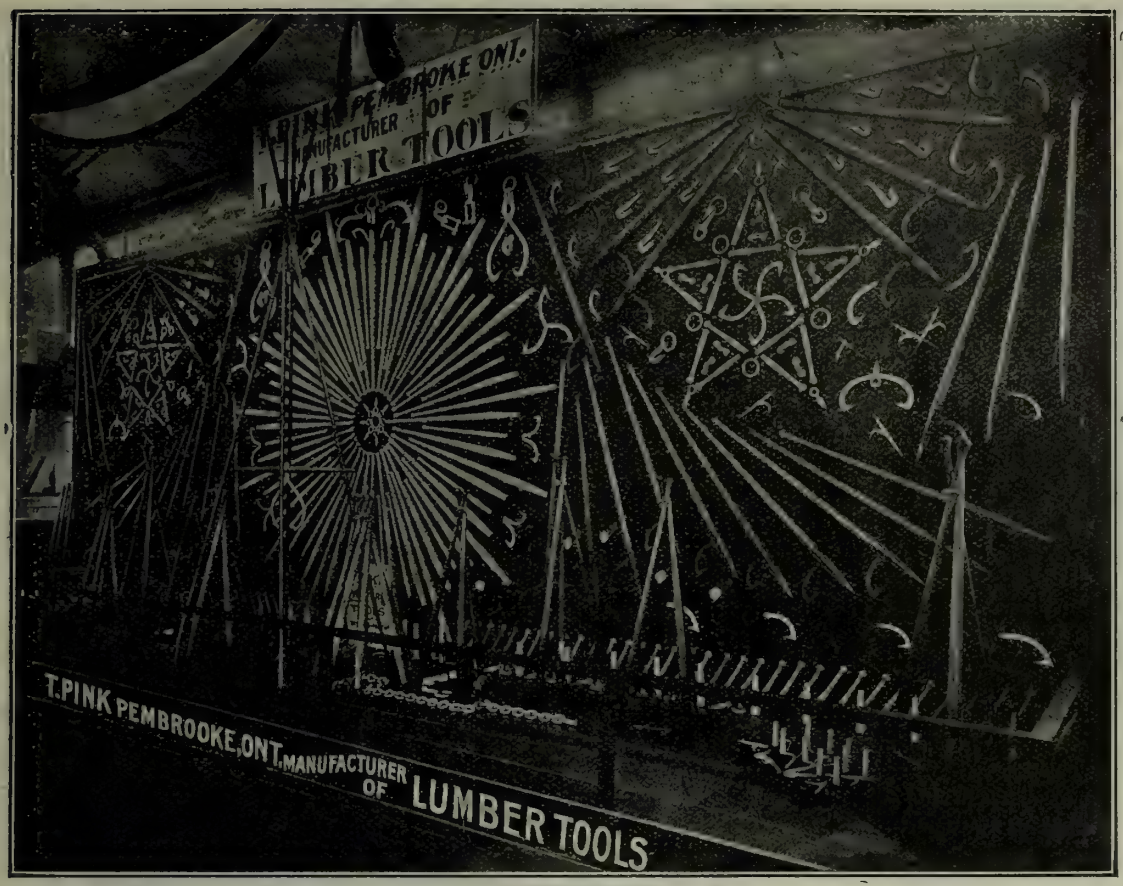
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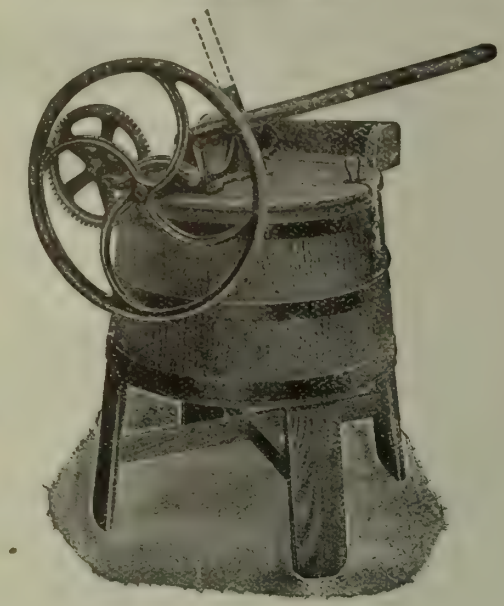
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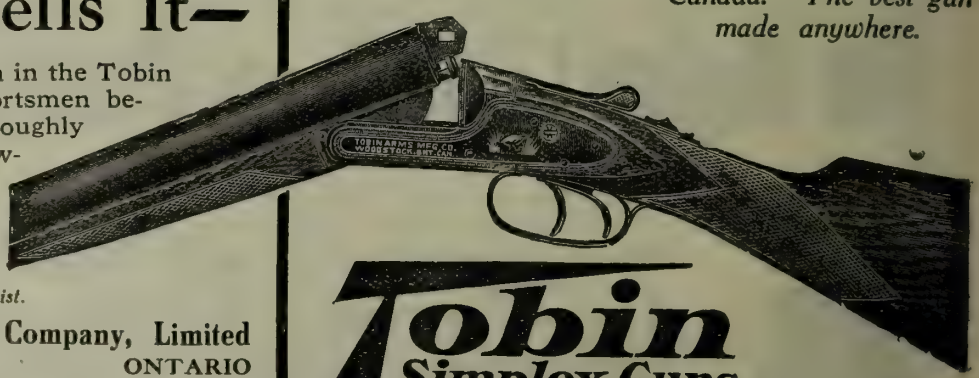
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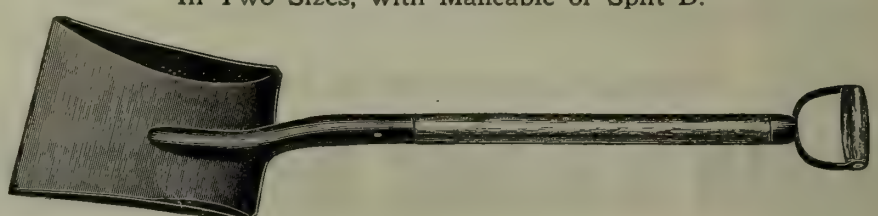
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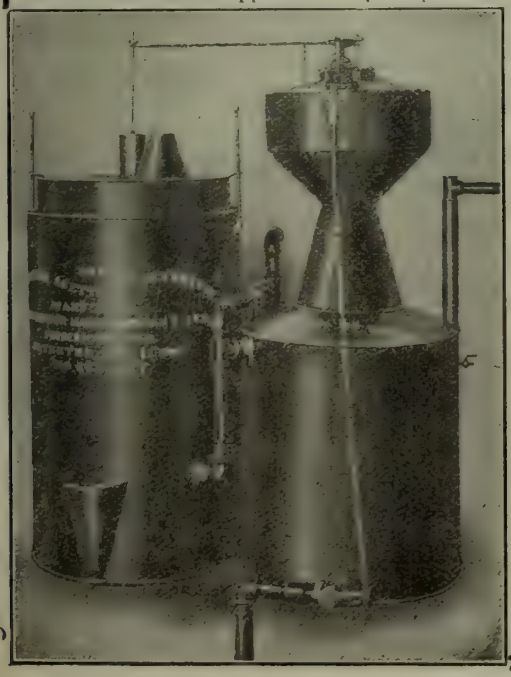
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BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 "	12 00	12 10
" 3½ " ..	15 00	15 30
" 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing iron pipe size, 1 inch base..	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	2 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles	base	2 50 2 50
Common bar, per 100 lb	1 90	2 15
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 9	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75		2 75
All bright, 52 sheets	3 70		3 75
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 7
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 45 to 55 per cent.
Furnaces 45 per cent.
Registers 70 to 75 per cent.
Hot Water Boilers 50 and 10 per cent.
Hot Water Radiators 50 and 10 per cent
Steam Radiators 5 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10¾
Light copper bottoms	0 09½	0 09¼
Heavy red brass	0 10	0 10¼
" yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¾
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 03¼
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 25
Part casks	7 00	7 50

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 1.0 lb. $38 00 40 00

Charcoal Plates—Bright.

	Per box
M L S, Famous (equal Bradley)	
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 1 x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I , 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x 0 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates

Cookley Grade—	
XX, 14x56, 50 sheet bxs, 14x60, "	7 00
" 14x65, "	

Tinned Sheets

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10 $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE

No 7 wire solid line, No 17, $4.90; No 18, $3; No 19, $2.70; 6 wire solid line, No 17 $4 45; No 18, $3 10; No 19, $2 80. All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.3; No 23, $7.6; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30. $13; No 31, $14; No. 32, $15; No 33, $16; No. 34, $17. Extras net. Tinned wire. Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb hanks, 25c; in ½-lb hanks, 38c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eigh y-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

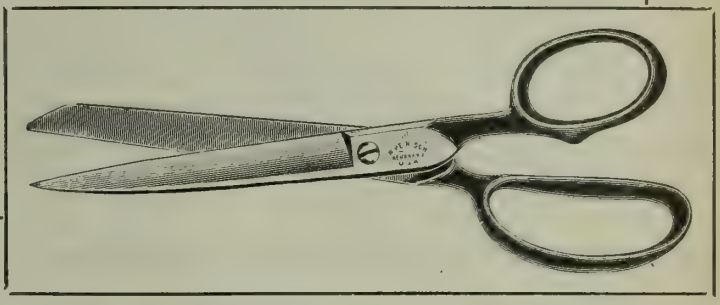
Shears and you will never have complaining customers.

Tailors' Shears. Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2 25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, M.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75 4 75
Genuine, 100 lb. kegs, "	5 25 5 25
No. 1, casks, per 100 lbs	4 25 4 25
No. 1, kegs, per 100 lbs	4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 18½	
Benzine, per gal single bbls	0 16½	
Turpentine, single barrels	0 99	1 05
Linseed Oil, " raw	1 08	1 10
" " boiled	1 11	1 13
Rosin, "G" grade, bbl lots, 100 lbs		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	4 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	4 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flatline floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
tandard jointed hangers, "	6 45
Steel King hangers "	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75
Nuts, square, all sizes, 4½c per lb. off	
Nuts, hexagon, all sizes, 4½c per lb. off	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	

CONGO
NEVER LEAK ROOFING
The NEVER-LEAK GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surely Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

FREE SAMPLE

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by writing to-day for a Free Sample. As to its wearing properties—we guarantee them. Can any reasonable man ask more?

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co. Quebec; S. Hayward & Co., St. John, N.B.; Miller Morse Hardware Co., Winnipeg; E. G. Prior & Co. Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7·
Plain Fibre, No. 1, per 400 ft. roll	45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 10 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	07½
550 " " manilla	07½
600 " "	08¼
650 " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p c off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent.
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton	5	50

CHALK AND PENCILS

Carpenters Colored per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 00
3 " " "	3 65
4 " " "	4 80
5 " " "	6 60
" "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 in, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 10 foot lengths	2 75
10 " " "	3 00
12 " " "	3 50
15 " " "	5 00

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists ½ lb. doz	3 00
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.75; No. 120, $16.10.

Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.

Chicago hold back screen door, iron, gro. $12.

Chicago spring hinges, 15 p.c.

Triplex spring hinges, 40 p.c.

Chicago surface floor (6,000), 45 p.c.

Garden City fire house hinges, 12½ p.c.

"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.

Iron screw hooks, 60 and 20 p.c

Iron gate hooks and eyes 60 and 20 p.c.

Crescent hat and coat wire 60 per cent.

Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 80
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., $5.10; 9 in. wheel, 3 knives, 12 in., $5.75; 9 in. wheel, 5 knives, 12 in., $7.75; 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. $5.10; do., 4 knives, $6.25; 9 in. wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½ in. wheel, 4 knives, 12 in sizes $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2½ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33¼ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00
Davidson oilers, 40 per cent	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent	

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42½%
"Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring pan buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 15
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No. 8, per lb. 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45

Bench, wood, per doz	$5 00	
" iron, per doz	4 25	

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65	1 00
North Bros., No. 30 per doz.		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; gruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 40
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, sas skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 24
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 25
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

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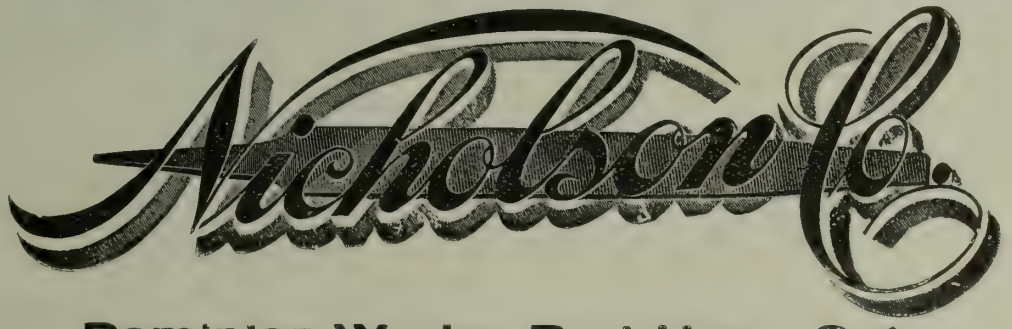
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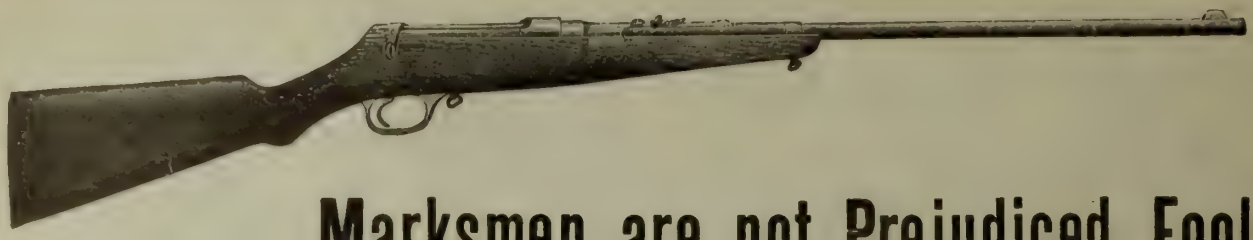
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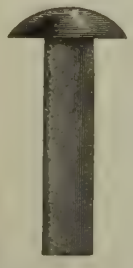
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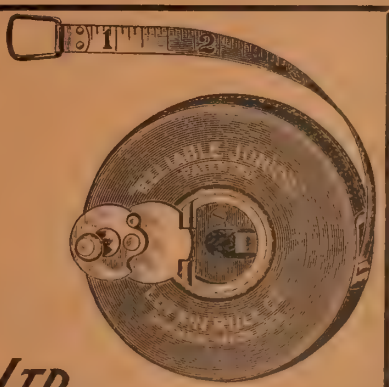
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LIMITED

MONTREAL



WHEN IN THE MARKET FOR

Brooms

write us for prices. You will always find our goods reliable and prices right.

All Brooms made of this season's crops.

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

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ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

We don't spare the Galvanizing on

"Queen's Head"



So there are no "defectives" to come back.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co Limited
Montreal
Managers Canadian Branch



THE HANDY MAN

or the man who imagines he is a handy man, is as common throughout the land as the sparrow! And, Mr. Retailer, you can appeal most forcibly to him by means of the

"CROWN COBBLER"

It will repair all kinds of Boots, Shoes, Harness and Tinware. ∴ ∴ ∴

You'll find it a splendidly profitable line to handle.

The Taylor-Forbes Co., Ltd.

Head Office and Works

Guelph :: Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Index to Advertisers—page 70-71.

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

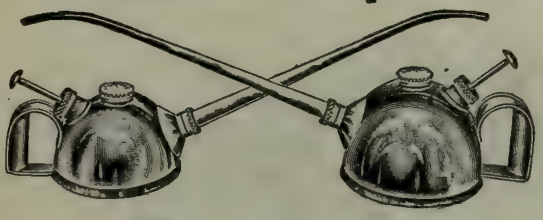
Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

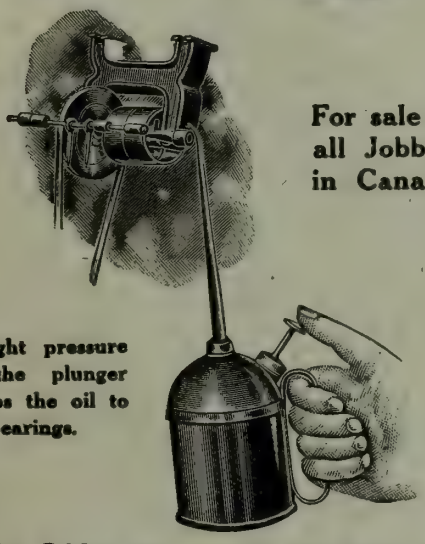
Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

There's no doubt

that the best seasoned, best balanced, and best finished hockey stick is

Still's Special
Hockey Stick

They are in demand by every class of player, and are made of second-growth rock elm. Other brands we recommend are:

"Empire," inferior only to "Special."

"Imperial," a good all-round stick.

"Champion" the leading boys' stick.

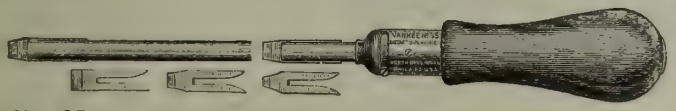
Send for full particulars

J H. Still Manufacturing Co.
St. Thomas, Ont. Limited

Show Him the Other "YANKEE" TOOLS



No. 115



No. 65



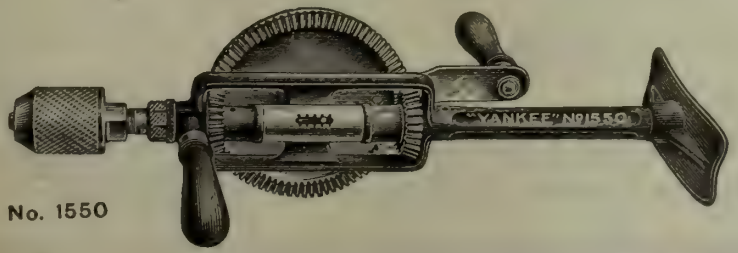
No. 35



No. 44



No 50



No. 1550

It is better to sell one buyer all the "Yankee" Tools you can while he is interested than to hurry him off to sell another a cent's worth of nails. It's easier too.

Your nail customer will wait. Get his ear and he becomes interested and likely as not a "Yankee" Tool buyer. Show the other styles before you let him go. "Yankee" Tools appeal to men of every trade and profession from Carpenter to Clergyman, and a little demonstration is sure to make sales.

Think of the number of customers who have bought the No. 30. Everyone will be interested in the four attachments made for this tool. But this is only the first chapter of the 'Yankee" Tool story. We make 35 styles and 75 sizes. Everyone a labor-saver. Get acquainted.

Let Us Send You Catalog.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Stanley Tools

BOXWOOD RULES as manufactured by us have a superiority due to the quality and seasoning of the wood, to the weight of the metal used in the Joints and Trimmings, the nicety of graduation, and the care given to the finish. The Rules are made in a wide variety of numbers, varying in length, width, forms of joints and plates, style of trim, and graduation.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

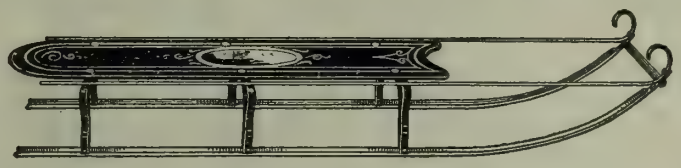
Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

SLEDS



The above cut shows one of several styles of Wabash Sleds we carry in stock.



We also carry a line of Steering Sleds, one of which is illustrated above.



The above cut represents one of our line of Canadian-made Sleds.

We have two carloads of Sleds in stock and are ready to fill all orders.

Send for Catalogue No. 42—illustrating SLEDS, SKATES, HOCKEY STICKS, FOOT BALLS, STRIKING BAGS, BOXING GLOVES, SEWING MACHINES, GUNS, AMMUNITION.

LEWIS BROS., Limited

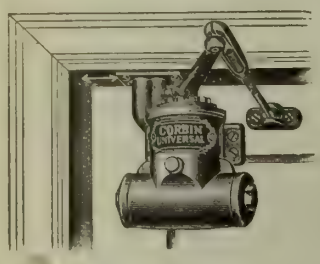
MONTREAL

OTTAWA TORONTO VANCOUVER

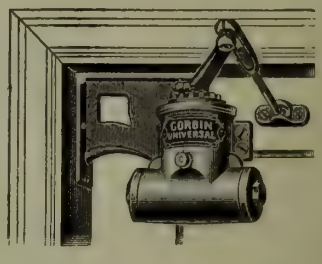
WHOLESALE ONLY. We don't fill or accept retail orders but refer all such to our customer in the district from where the letter is sent.

CORBIN
Universal Liquid Door Checks

Seasonable Goods



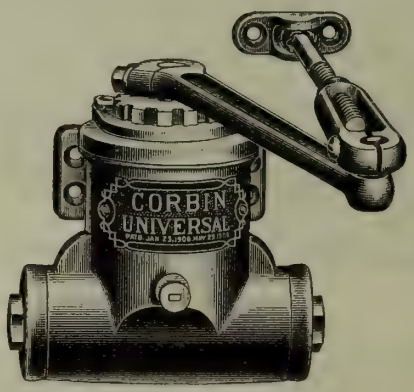
The name "Corbin" stands for Quality



When placing your order this Fall for Door Checks be sure and specify Corbin Checks. They are one of the easiest working Checks made, and are considered the best on the market. Try one on your own door.

"Corbin" Checks
Once Sold
Always Sold

Write for Price



"Corbin" Universal Liquid Door Check.

Insist on getting the "Corbin."

Send for Sample.

Sell your customers a Corbin Check and you will please them, as they work to perfection and give no trouble.

Put one on your own door and watch the increase in your sales.

Do not let easy sales slip through your hands by not having the proper checks in stock. Ask our travellers about these checks.

We Ship Promptly. **Mail Orders our Specialty**

FROTHINGHAM & WORKMAN, Ltd.

F.&W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

Don't You Believe It!

We have been told that a competitor is circulating a story to the effect that

SWISS RIFLE AMMUNITION

cannot be had. No truth whatever in the statement. We have an abundant supply of these Cartridges loaded with Smokeless Powder in both Montreal and Winnipeg warehouses.

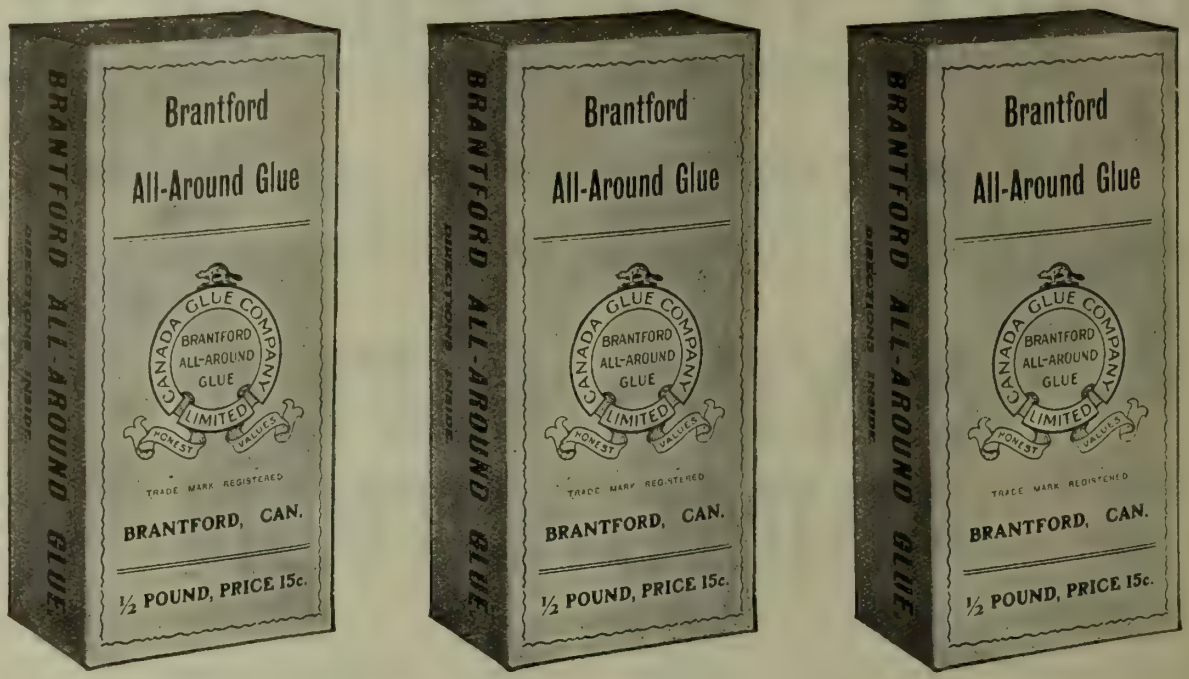
PRICES:

F.O.B. MONTREAL	F.O.B. WINNIPEG
$25.00	$25.80 per 1,000

A limited number of SWISS RIFLES still left, both in Montreal and Winnipeg.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

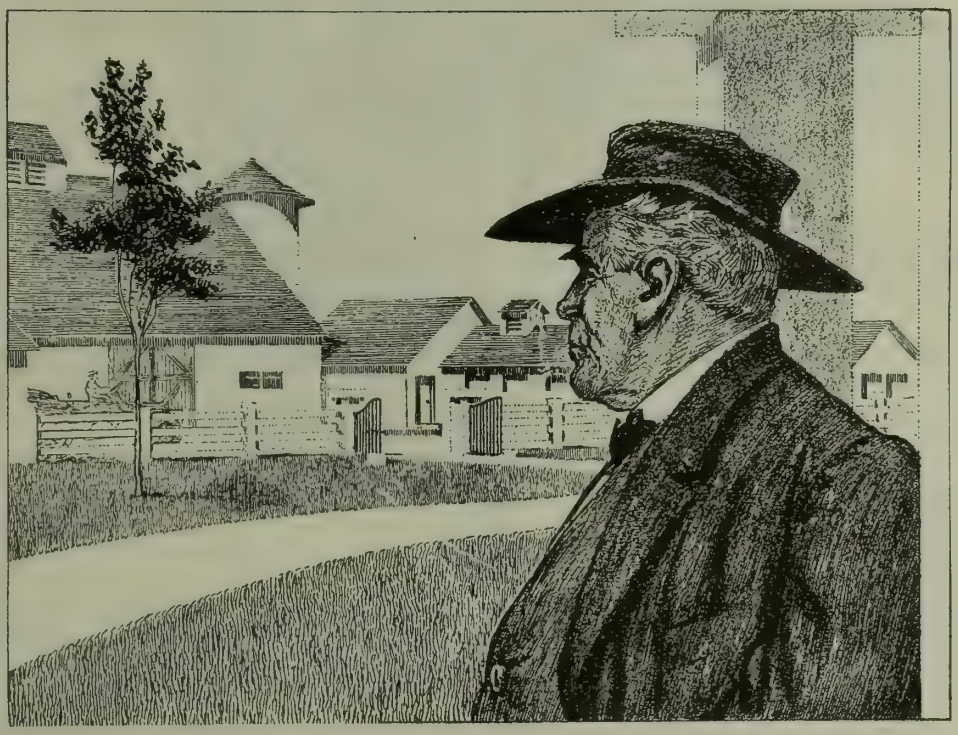
DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

"Big Hit"

"Samson" Ready Roofing



The growing prosperity of Canadian farmers means more and better farm buildings, with all that that means to the hardware trade.

This is a good month to push "Samson" Roofing, for old buildings as well as new ones, and for every kind of building in town and country.

Many dealers have had splendid success with this line, which measures up to the "Samson" standard of quality, and allows a fair margin of profit.

We give security of satisfaction as well as good value. "Samson" goods are genuinely good.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

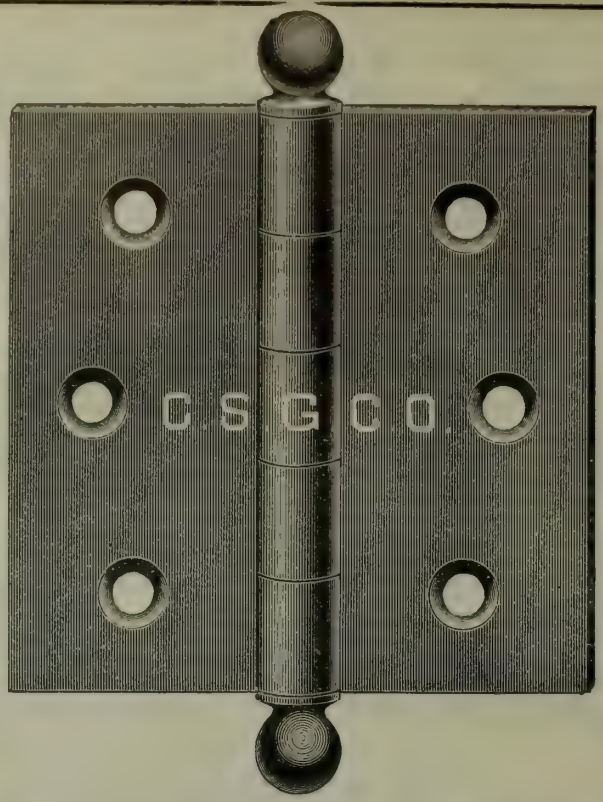
Shelves

in the hardware stores tell the story that

Crescent Brand **Butts**

are used almost entirely.

It is a pleasure to see your business grow.

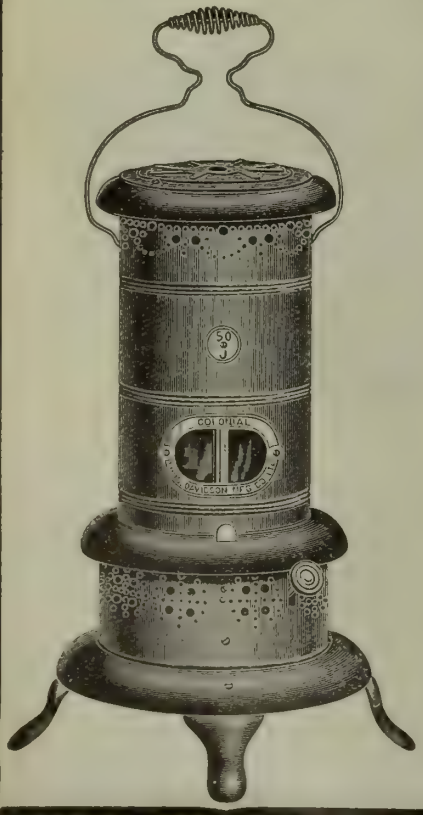


The progressive Contractor does not patronize the store where the old style of butts and hinges are kept—Get after his business—

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

"Colonial" and "Premier" Oil Heaters



Produce Intense Heat Without Smoke or Odor

Just the Thing for the Chilly Fall Evenings

Always ready for use at a moment's notice. Lights as easy as gas and gives quick results. Furnished with bail handle, they are light and portable and can be placed just where the heat is most needed. One gallon of coal oil is all that is required for eight hours' solid comfort.

No. 50-J COLONIAL, Japanned Trimmings, Steel Fount
No. 65-J PREMIER, Nickeled Trimmings, Brass Fount

Weight (crated) - -	19 lbs.
Height (bail down) - -	25 inches
Diameteter of base - -	17 inches
" " upper drum -	8¼ inches
Capacity of fount - -	1 gallon

Write for Prices

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

DISSTON No. 5 HANDY SAW CLAMP



This No. 5 Handy Saw Clamp has been designed with the view of making it light, strong, durable and so compact that it will take up the least possible space in a tool-chest.

The material is grey iron. The arches are re-inforced to give requisite strength where needed.

The eccentric lever for tightening permits of quick and positive action.

There being three points of pressure on the jaw, proper contact with the blade is obtained along the entire length of the jaws, which insures the holding of the saw-blade firmly and rigidly in position.

Fastened to bench by screws
Length over all, 14¾ inches
Filing length of jaw, 13 inches
Weight of clamp, 3¾ lbs.

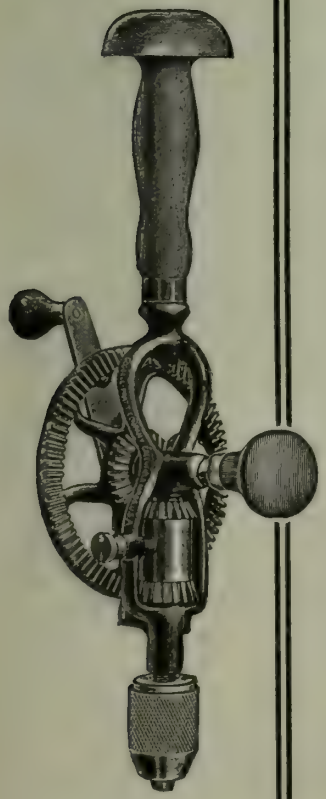
We also make the No. 6 Handy Saw Clamp, which is of the same pattern, with the addition of screw-lugs for fastening to the bench. These lugs fold snugly to body of clamp, thus taking up small space in tool-chest.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PA.

Canadian Works:
FRASER AVENUE,
TORONTO, - CANADA



HAND DRILLS

GOODELL-PRATT'S

THIS name means all that is best in HAND DRILLS, neat and up-to-date designs, the best of materials, the most skillful workmanship and the finest finish.

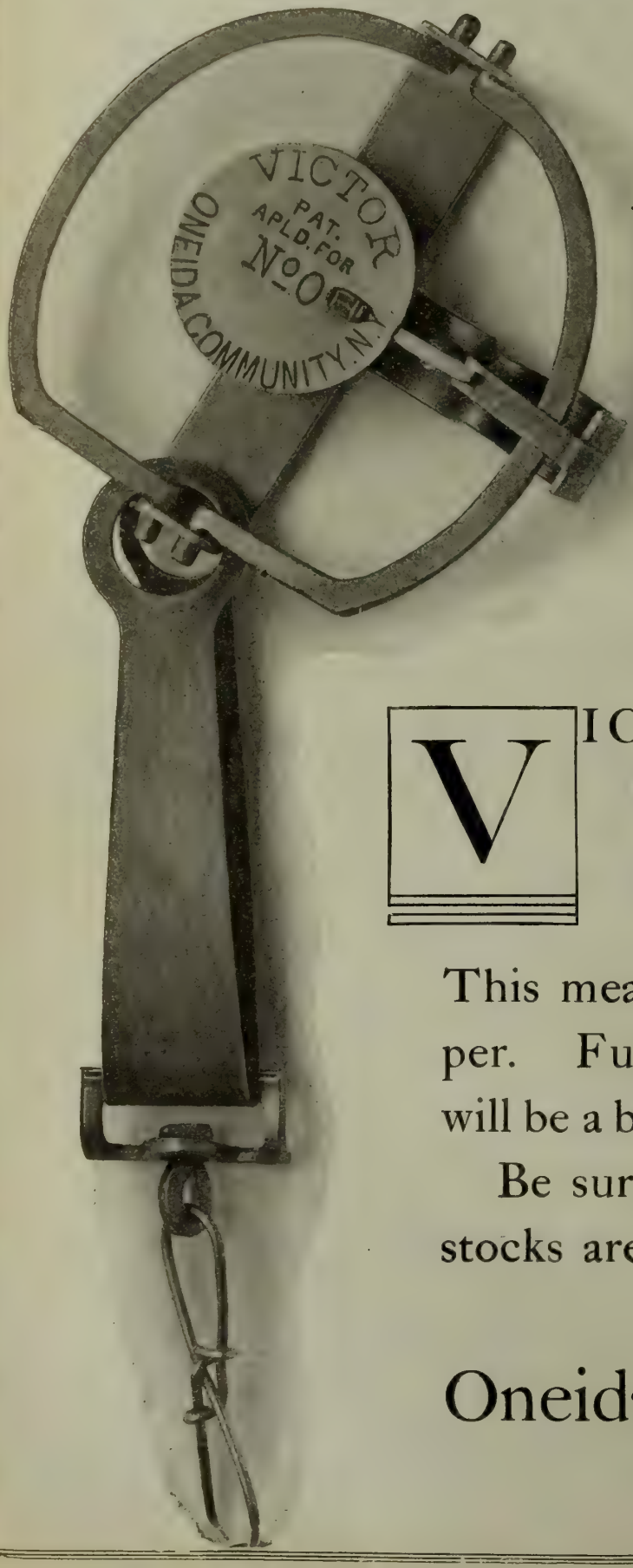
Our No. 5½ B, which is here illustrated, stands in a class by itself; it has two speeds like a BREAST DRILL, with our instantaneous shift. The Spindle runs in ball-bearings and the Chuck is of all steel construction with hardened steel jaws.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

VICTOR TRAPS



A Reliable Trap at a Moderate Price

EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.

Niagara Falls, Ont.

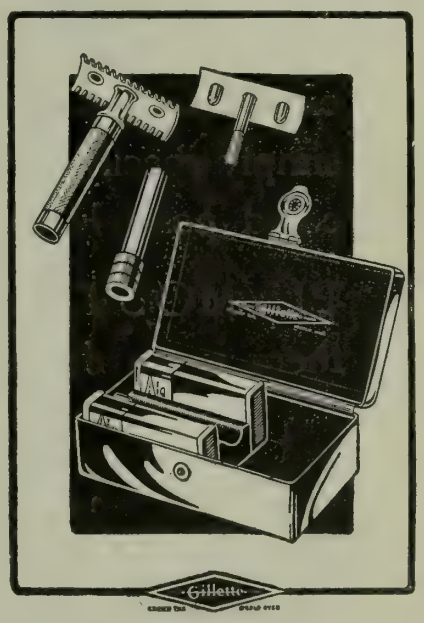
Don't Rest With a Handful of GILLETTES!

Show an Assortment!

Go after the GILLETTE Christmas trade as if you really mean to get a good slice of it. There's no reason in the world why you shouldn't.

It's well worth going after, too, for retailers will make over a quarter of a million dollars out of GILLETTES this Christmas season.

As a Christmas "Specialty Leader" the GILLETTE Safety Razor is in a class by itself. Show us a man who wouldn't welcome a GILLETTE for Christmas—unless he already has one, and then he'd like a box of blades.



A well-arranged window full of GILLETTES, backed by the advertising cards we supply, is one of the most enticing displays you can put up. It will quickly draw new faces into your store, particularly if you feature the Christmas idea.

Go after the ladies' trade particularly. They buy thousands of GILLETTES every year for Christmas presents.

The splendid range of styles—standard, pocket edition and combination sets—and the magnificent gold, silver and gun-metal finishes of both razors and cases, make it easy to satisfy every taste. And the prices, $5 up, are just right for Christmas trade.

The more GILLETTES you stock, and the more you display in your windows and showcases, the more you'll sell—and the more customers you'll have coming back regularly for blades.

If you haven't stocked up yet, don't put it off another day. Order at once to insure delivery in good time.

THE GILLETTE SAFETY RAZOR CO.

of Canada, Limited

Office and Factory:—63 St. Alexander Street, Montreal

"The Factory that HAS to Work Overtime."

TRADE Gillette MARK

KNOWN THE WORLD OVER

PLYMOUTH ROPE

"The Rope You Can Trust"

WHEN you wish to be very, very sure of getting good Manila Rope perhaps you say, "Must be made from high grade long fibre Manila hemp," or some such other long phrase to show that you really expect to get something good. An easier way is to simply specify "PLYMOUTH," which covers all you could possibly say in describing a good rope.

PLYMOUTH Manila is made in only one grade, so there is no danger of mistakes or confusion.



Order PLYMOUTH and notice the ship trade mark on the coils.

INDEPENDENT CORDAGE CO., LTD.

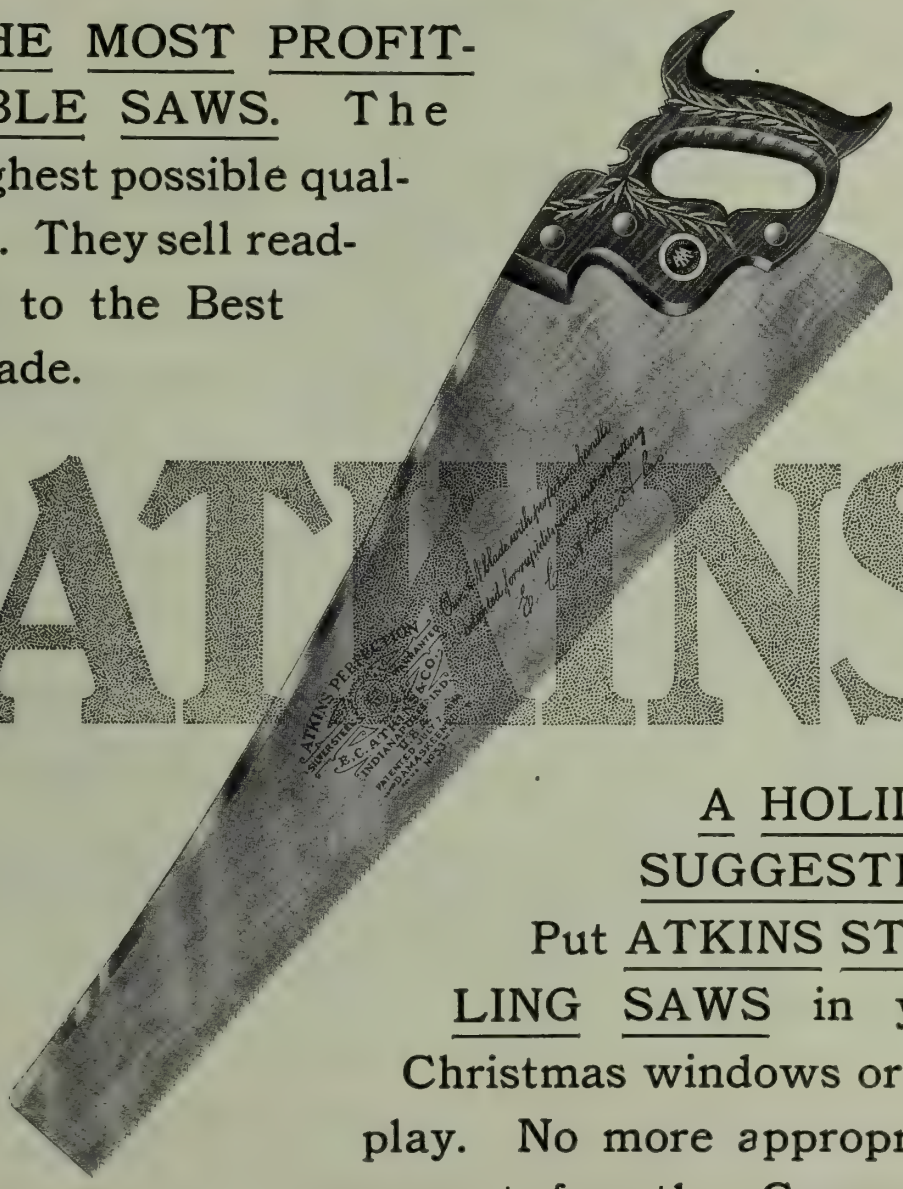
Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

Here You Are!

THE MOST PROFITABLE SAWS. The highest possible quality. They sell readily to the Best Trade.



ATKINS

A HOLIDAY SUGGESTION.

Put ATKINS STERLING SAWS in your Christmas windows or display. No more appropriate present for the Carpenter.

ATKINS STERLING SAWS ARE MADE IN CANADA.

E. C. ATKINS & CO.

MAKERS OF STERLING SAWS - - HAMILTON, ONTARIO

U.S. Factory:—INDIANAPOLIS, Indiana.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - - TORONTO, ONTARIO

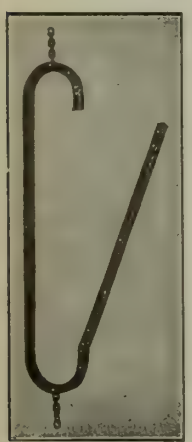
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices and discounts. **W. D. BEATH & SON, Limited** TORONTO Canada



Patent Pending
CLOSED

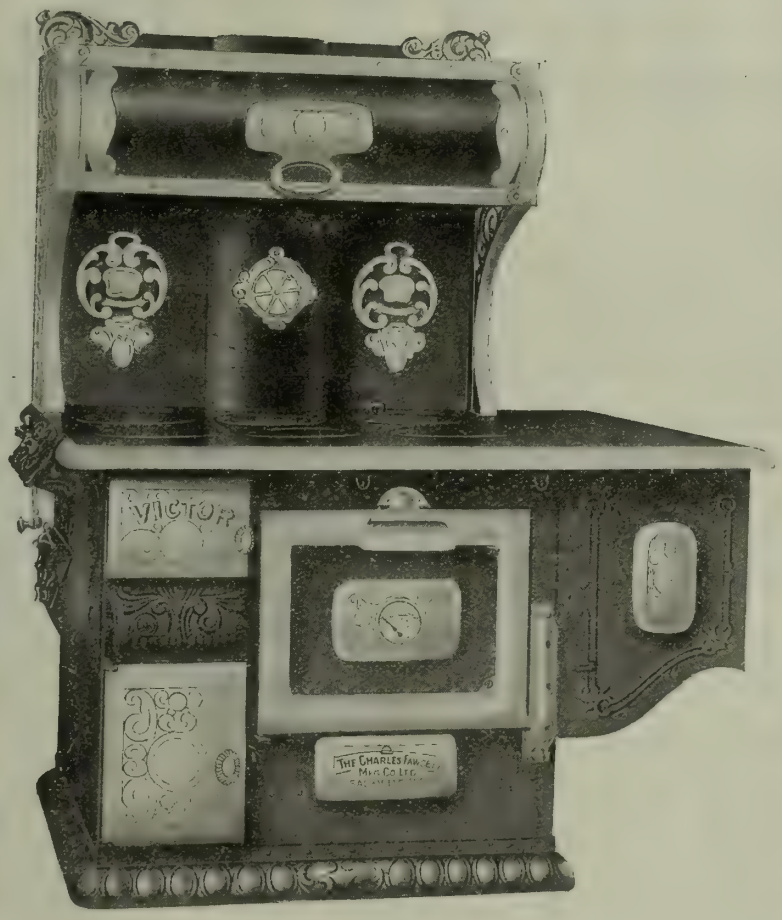
A Triumph In Stove Construction

You are taking no chance when you recommend and handle the stove with the

HOT BLAST SMOKE CONSUMER

THE

Victor Steel Range



Every improvement for practical utility is found in the VICTOR RANGE with its HOT BLAST SMOKE CONSUMER. You will be wise to push this range, for once introduced to you customers, you will have an increasing demand for VICTOR STEEL RANGES. The VICTOR will burn any kind of fuel with equal facility—is correct in theory and mechanically perfect in construction. The ideal Range for you to handle—brings you profit.

The Charles Fawcett Manufacturing Co., Ltd.

SACKVILLE, N.B.

Branches at MONTREAL, WINNIPEG and VANCOUVER

IF YOU DO NOT WANT A LARGE HEATER YOU WILL WANT THE

"ÆSTHETIC"

¶ In many cases the regular size Base Burners will be found too large to heat the house. Under such circumstances you can safely rely on the "Æsthetic." The pot holes are directly over the fire, and they will accommodate two pots or one wash boiler. It has a large ash pan with hearth plate that drops out of the way. The oven does perfect work, has swing doors.



"ÆSTHETIC"

An ideal stove for small families. Burns coal or wood equally well.

McClary's

London Toronto Vancouver Montreal Hamilton
St. John Calgary Saskatoon Winnipeg

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

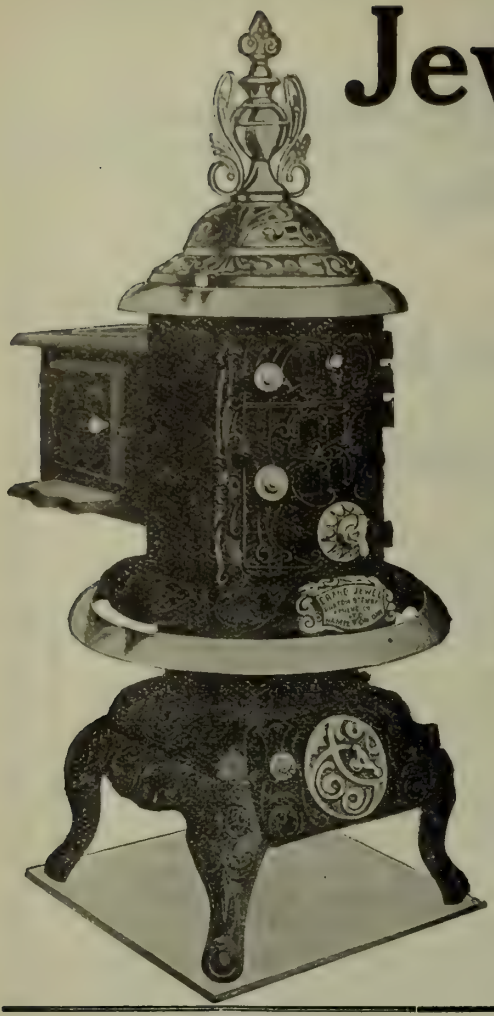
A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

MALLEABLE IRON RANGE CO.
Beaver Dam, Wisconsin



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

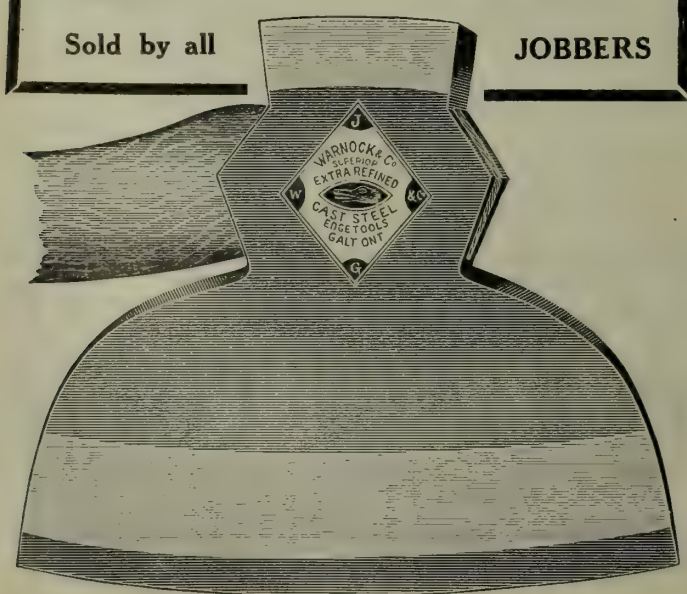
The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

Flawless in Quality. Attractive in Finish.

These are the distinguishing features of the Allan Hills line of Edge and Lumbering Tools. Every tool guaranteed perfect through and through

Allan Hills Edge Tool Co.
LIMITED
GALT - - ONTARIO

Sold by all JOBBERS



Door Mat Weather

Describes the weather for the next few months.

MUD AND SLUSH EVERYWHERE your customers will be looking for a good Door Mat. Send for a circular describing the

ANDROCK WIRE DOOR MAT



It's a Big Seller and a Good Profit Maker.

Andrews Wire Works of Canada,
Limited
WATFORD - - ONTARIO

The Most Extensively Advertised Oil Consuming Devices on the Market

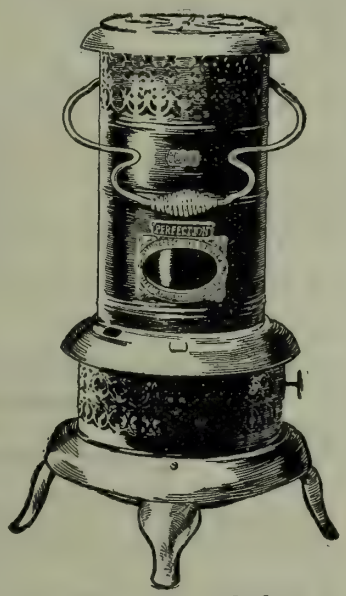
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT RRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully niceled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



New Perfection
WICK BLUE FLAME
Oil Cook-stove

TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

Mr. Hardware Dealer! —How many merchants do you know in your town?

Suppose you know only one round dozen.

If you can show them how to make their stores more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out for yourself.

There's a certain profit in MATERIAL for this dozen and—further profit in the ERECTION.

But, consider the effect these will have on the other merchants in your town.

It will create a big demand for artistic interiors— for

METALLIC
Ceilings and Walls

—and every square yard erected means profit to you.

"Metallic" Ceilings and Walls are just as essential in the home.

They are FAR SUPERIOR to the ordinary decoration — MORE ARTISTIC, MORE ECONOMICAL and PERFECTLY SANITARY.

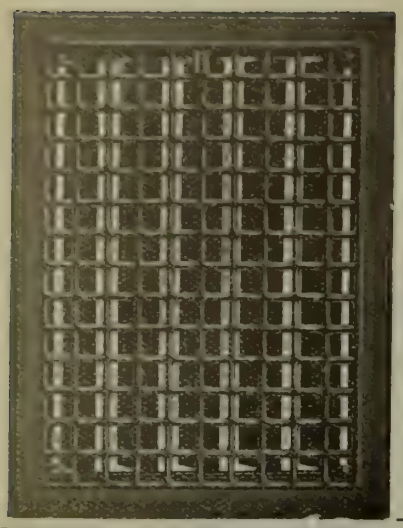
"Metallic" is the cleanest and brightest interior decoration on the market and is ABSOLUTELY FIREPROOF.

Write to-day for illustrated design catalogue—it means dollars and cents to you.

Send measurements of store or home for complete estimate of cost.

Manufacturers of "Eastlake" Steel Shingles and "Metallic Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

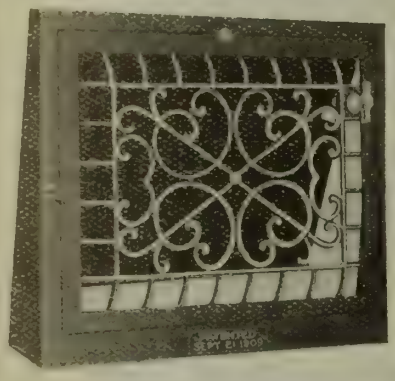
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

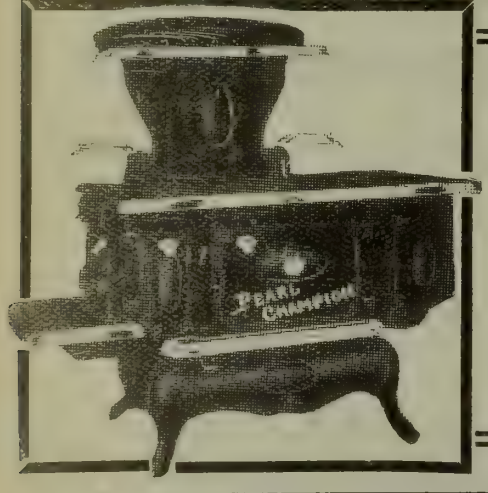
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price ? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Effective Combustion is the biggest question in furnace economy, and the

"Champion" Range

with the **"CHAMPION" GRATE** will be found the most economical, because the combustion is better and the grate more easily shaken and cleaned.

Handle the grate with the splendid selling feature---the cross-wise, non-warping bars.

Get full particulars to-day.

WRITE FOR CATALOGUE

D. J. Barker & Co.

PICTON, ONT.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary



The Moorish Sidewall Register

The Bull's Eye of Perfection

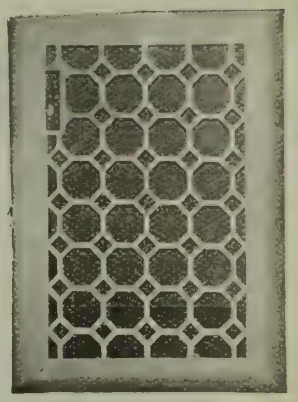
REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant is in full working order making all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg - - - Ontario



The New Convex Reversible Wafer



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining: -Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

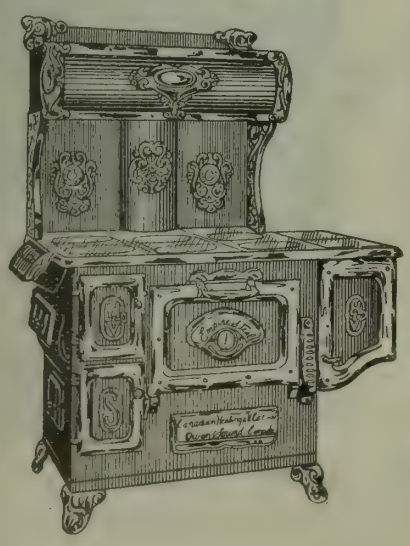
Price List on Application and Sample Upon Receipt of Stamps.

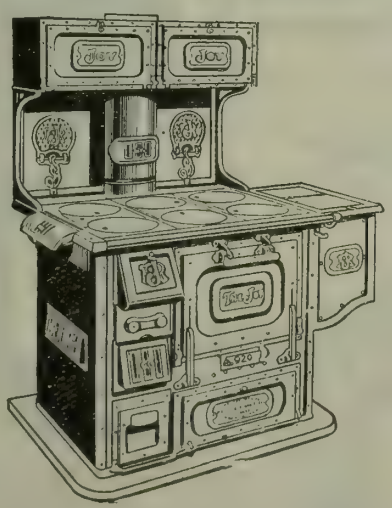
PLEASE MENTION THIS PAPER.

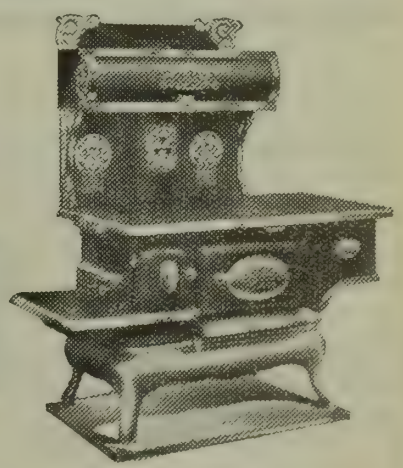
SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

ARE YOU HANDLING **Our Three Leaders?** *The Empire Queen The Empire Steel The Joy Malleable*







The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited

OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.

Canada Plates
in stock

ALL DULL	ALL BRIGHT
18 x 21—60 sheets	18 x 21—60 sheets
18 x 24—52 "	18 x 24—52 "
" —60 "	20 x 28—40 "
" —75 "	
20 x 28—40 "	

Write for Prices

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Alexandria, Ont., Jan. 19th, 1909

J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen---

We have your letter of the 14th inst., in reference to the "J. W. Harris Rotary Ventilators" that we had from you.

We might say that those we have in use are giving us very good satisfaction.

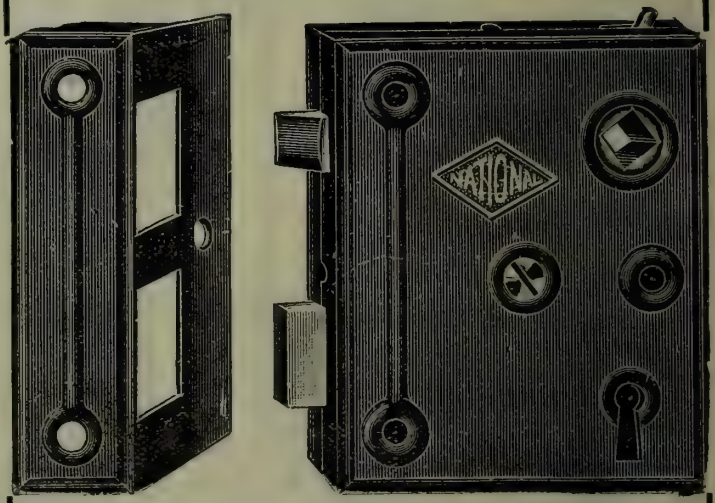
Yours truly,
The Munro & McIntosh Carriage Co.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good

Made in Canada

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

SPECIFY

"Conqueror" Brand

High Speed Steel

and

High Speed Drills

if you want

the Best and Cheapest

Sole Canadian Sales Agent:

ALEXANDER GIBB,

13 St. John St. *MONTREAL*

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.

Jardine Unversal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

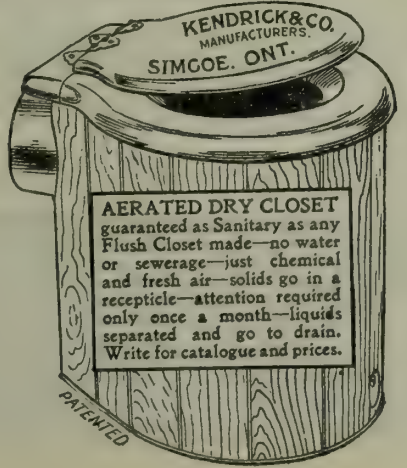
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Edmonton, Alta.	Hamilton, Ont.
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London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO



DAISY

Indoor Sanitary Earth

CLOSET

You are missing considerable easily-earned profit if you are not pushing the sale of this convenience All farmers and people who live where no public drainage system exists are live prospects for the Daisy. It is neat, compact, sanitary, well ventilated, and is such a vast improvement over the unsanitary, uncomfortable outdoor closet, that with very little effort many dealers are selling them by the score.



Sells for

$10.00

with an excellent profit for the dealer.

WRITE FOR CATALOG.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BABBITT METAL.

BABBITT METAL FOR ALL REQUIREMENTS.

THE CANADA METAL CO., LIMITED
31 William Street, TORONTO

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

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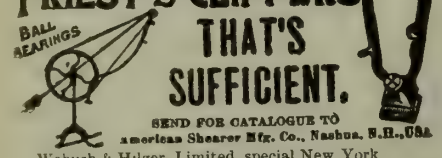
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

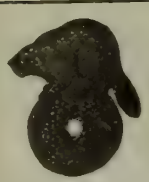
PRIEST'S CLIPPERS THAT'S SUFFICIENT.



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American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES & REID
PERTH, ONT.
for catalogue and prices.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.
THE COLLINS MFG. CO. - TORONTO

HORSE COVERS.

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co., Limited
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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
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Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

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is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS. 586 Beatty St., VANCOUVER, B.C.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
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Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SAW SETS

The Genuine Whiting Saw Set

Can be had from your jobbing house, if not, write us direct.
R. Dillon & Son, South Oshawa, Ont.
Patentees and Manufacturers

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers
ATLAS MFG. CO., NEW HAVEN

TRY A
CONDENSED AD.
IN THE
HARDWARE AND METAL.

JACKS.



STEEL WAGON JACKS

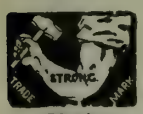
All Steel. Cannot be broken.
Strong Cheap Durable
Minimum Weight. Maximum Strength
No. 475--- 6 lbs.
No. 476---10 lbs.

Covert Manufacturing Co.
TROY, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOL HOLDERS.



TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.

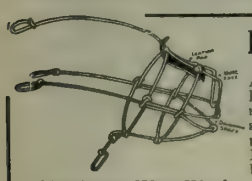
VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL



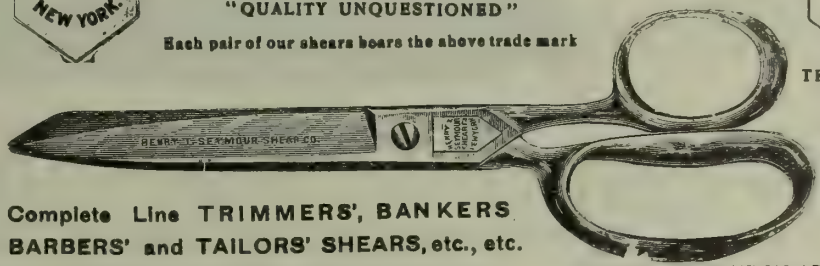
DOG MUZZLES
Best on the market. Adopted by all Boards of Health as the best and most humane. Wholesale and retail. Send for prices. All sizes in stock No. 1 to 6. Manufactured by
North Bay Wire Works - North Bay, Ont.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS BARBERS' and TAILORS' SHEARS, etc., etc.
HENRY T. SEYMOUR SHEAR COMPANY
WIEBUSCH & HILGER LIMITED, NEW YORK Agents

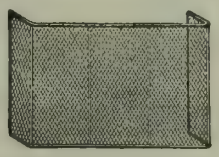
The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

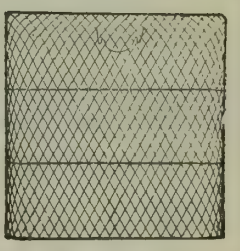


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GODFREY S. PELTON & SON, Canadian Agents MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your Inquiries.

Sharratt & Newth's Glaziers' Diamonds

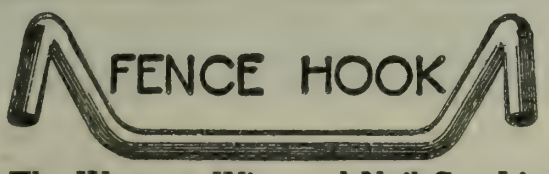
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences

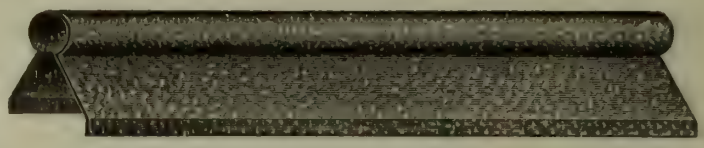


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



Ridging No. 872 is a Good Seller.
It's Galvanized Steel at a "Wood-Price."

An energetic hardware dealer can sell a good many lengths of Ridging No. 872 in a season. Very few will choose to erect an ordinary wood ridge when the advantages of No. 872 are explained to them. For one thing it is much more ornamental than wood. And because it is made of galvanized steel, it is also several times as durable as wood. No. 872 is easy to erect. It is made on special machinery, in ten-foot lengths, and is absolutely straight. The lengths fit together accurately. No wood filler is required. And you can sell No. 872 at practically the same price as an ordinary wood ridge. How many lengths are you going to sell during the remainder of the year? There's a good margin of profit for you in each sale you make.

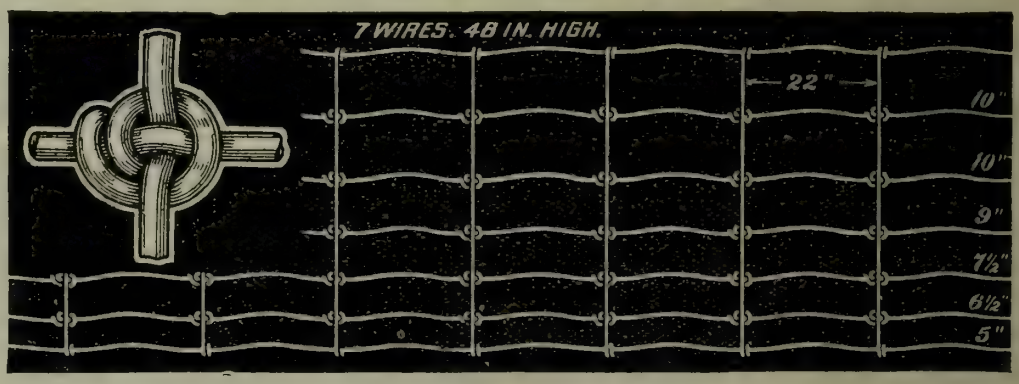
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Branch Office and Factory, Montreal, P.Q. - PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher: Quebec, J. A. Bernard: Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THIS is "Dominion Special"

"The Landmark of the Future"



The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL

If you are a strong believer in quality you'll surely choose

"Brantford" "Roofing"

If Quality is a serious consideration with you—if you believe in providing your customers with the highest-grade roofing produced—you'll certainly stock up liberally with Brantford Roofing.

Brantford Roofing is for the quality-trade. The pure wool felt foundation is made to our own specifications. It costs us 33 1-3 p.c. more than the ordinary felt used for ready roofings. The saturation is 99 per cent. pure Asphalt.

Brantford Roofing is made especially to withstand the severe Canadian climate—and it has given unbounded satisfaction to those who have roofed with it.

The longer you handle Brantford Roofing the more enthusiastically you'll push it. It's a winner. And it's made by a firm who are loyal to the trade. Write us to send you samples and prices by first mail.

Brantford Roofing Co., Limited, Brantford, Canada

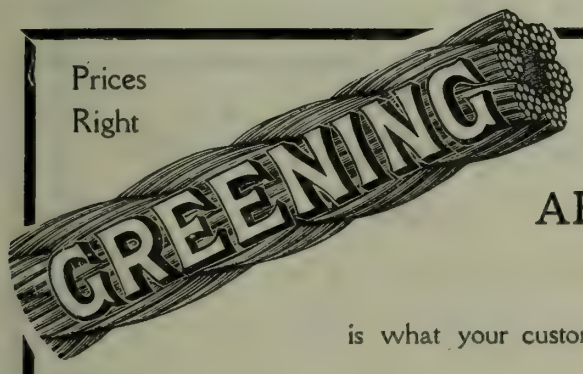
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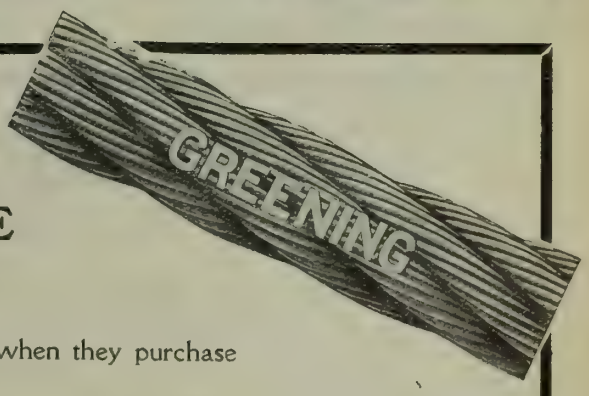
The GENERAL SUPPLY CO. OF CANADA, Limited, 356-360 Sparks Street, Ottawa, Ontario

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Prices Right





ABSOLUTE SAFETY

is what your customers are obtaining when they purchase

Greening's Wire Rope

for Elevator, Haulage or other strenuous use.

All wire used in Greening ropes is subjected to a complete set of the severest tests before being made into rope, and it may be relied upon absolutely.

We are makers of special Alligator Ropes, Saw Carriage Ropes, Smoke Stack Stays, Standard and Lang's Patent Lay.

Help your customer to increase the life of his rope by selling him Greening's Rope Grease and Rope Fittings.

Our catalogue is full of points of interest. Study it.

THE B. GREENING WIRE CO., LTD.

Hamilton, Ont. Montreal, Que.



















J M T Steam Goods

The season when Steam Goods are mostly in demand is with us.

Brass and Iron Valves, Stop Cocks, Steam Traps, Pipe and Fittings General Heating Goods.

Recommend to your customer goods of substantial weight, and of the proper composition to stand the test. Nothing is more annoying than to find you have a poor article of the kind after your fitting-up is all done.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, - - - TORONTO

Thorne Hold-Fast Metal Bar

For Modern Store Fronts

If you want the BEST, the STRONGEST, the simplest and most DURABLE Metal Store Front Construction on the market to-day, INSIST on THORNE BARS.

The up-to-date merchant can have no better asset than a Thorne Hold-Fast Store Front for displaying his goods.

WRITE US

GLASS for Building Purposes



DRIP SILL AND METAL SASH NO. 20

All bars can be supplied in Plain Copper, Polished Copper, Oxidized Copper, Nickel Plated Bronze and Brass.

Write for special catalogue and full particulars. Our representative pleased to call on request and furnish you with full detailed information.

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GLASS for Building Purposes

Canadian Agents

THE HOBBS MANUFACTURING CO., LIMITED

LONDON TORONTO MONTREAL WINNIPEG

British America Assurance Company

A.D. 1833

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Head Office, Toronto

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CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29.833,820.96

I HAVE FOR SALE one of the best Hardware Businesses in Ontario. Turnover, $100,000.00. Stock, $40,000.00. Can show an average net profit of $1,000.00 a month. Grand opportunity for a man that has the capital or for a joint stock company. Apply L. K., 506 Power Building, Montreal.

The Goods That Have Made Good Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS MINERS ETC

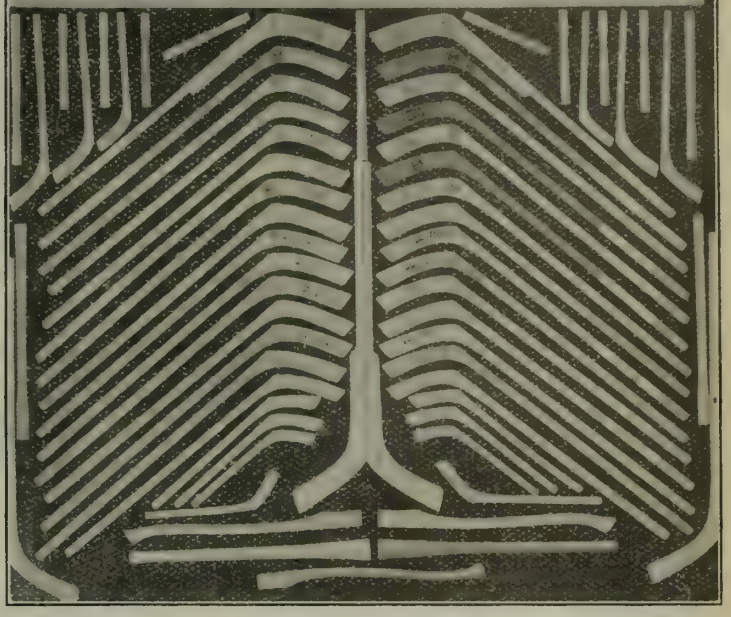
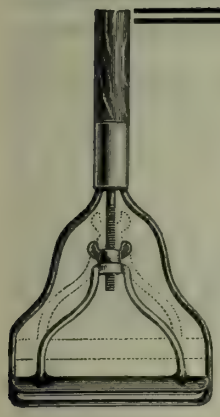


Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just Issued.

Factory and Head Office, - - ST. MARYS, ONT.

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Eighteen Styles of

Mop Sticks

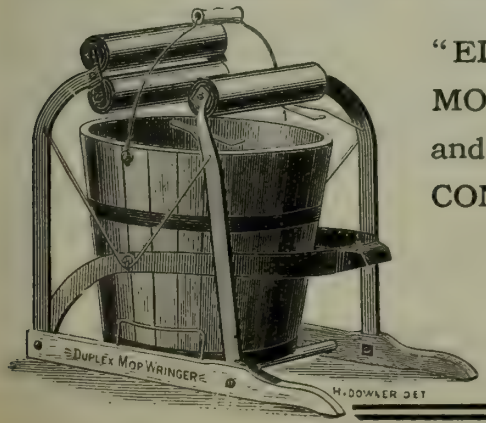
Twenty Patterns of

Cross-cut Saw Handles

and other Specialties

The "ELY" DANDY Janitor Mop

Send for Catalogue

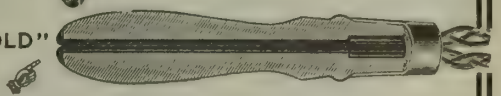


"ELY'S" DANDY MOP WRINGER and BUCKET COMBINED.



"ELY'S" DANDY No. 4 CARPET BEATER

This Beater is also made with the SUREHOLD HANDLE. Wire goes through handle and CANNOT COME OFF.



THEO. J. ELY MFG. CO.

GIRARD, Pa, U.S.A.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

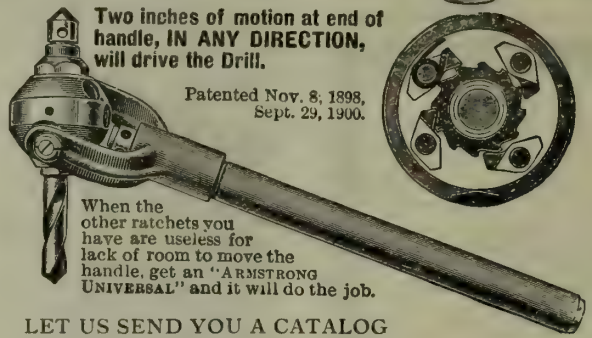
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

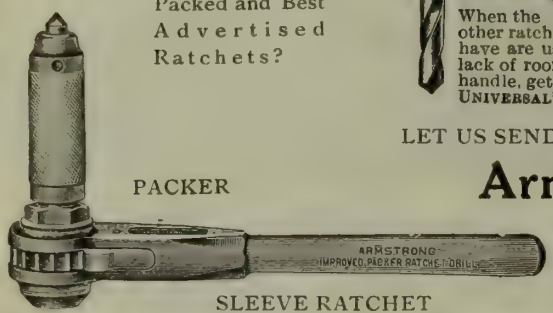
They stand the racket.



BOILER RATCHET

LET US SEND YOU A CATALOG

PACKER



SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



A Self-Selling Range

is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen that little or no argument is required to make sales.

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood; it is made double, outside nickel which does not tarnish.

No matter what line you have been handling it will pay you to look into the "Monarch Diamond" proposition.

Write for Catalog and Discounts

Butterworth Foundry

LIMITED

OTTAWA - - - CANADA

STEEL PRODUCTS

Standardise Your Equipment At Our Mills

Our many years' experience and knowledge of the Steel business insures you a reliable source of supply. We guarantee uniformity in all our materials, which enables our customers to figure exact costs. Below we give condensed list of our products. : : : : :

STRUCTURAL MATERIAL

PLAIN AND FABRICATED

BEAMS	CHANNELS	ANGLES	TEES	ZEES
PLATES	SHEETS	HOOPS	BANDS	BARS
RAILS	SWITCHES	FROGS	POINTS	AXLES

LIGHT OR HEAVY

CROSSINGS STEEL PILING FORGINGS

STREET CAR WHEELS SPLICE BARS

TIRE, SPRING and SLEIGH SHOE STEEL

FISH PLATES BOLT, NUT and RIVET STEEL

Triangular Mesh Concrete Reinforcement

EVERYTHING IN STEEL OR WIRE. ENQUIRIES SOLICITED.

United States Steel Products Export Co.

Montreal, : : : : Quebec

Satisfied customers is your "Thanksgiving"

You sell

"DOMINION

Quality, Profit and Price

Nets you 10% more profit in selling and costs the Sportsman one-third less.



and recommend

AMMUNITION"

please Dealer and Sportsman

Made in all Standard calibres for Rifles, Pistols and Shot Guns

Dominion Cartridge Company, Limited

Ammunition Manufacturers

Montreal, - Canada

Kemp's New Cold Blast 1910 Lantern

SUPPLIED IN

Bright Tin

Japanned with Lacquered Fonts

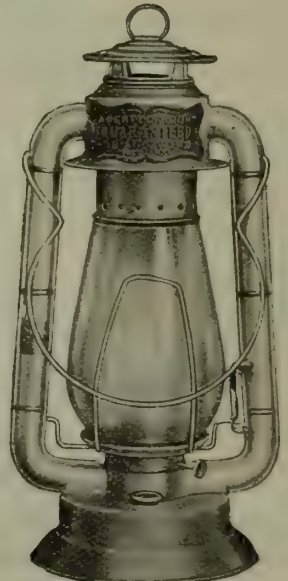
Japanned with Brass Fonts, and Japanned with Dash Board

All Lanterns are fitted with new extinguishing device

Can be filled, lighted, regulated and extinguished without removing the globe

Standard size for kerosene

Font holds sufficient oil to burn nineteen hours



See Hole in Side Tube

PRICES ON APPLICATION.

FITTED WITH

No. 2 Burner
1-Inch Wick
No. 2 Globe

INSIDE LIFT

The simple lever or crank on the side tube raises the globe to light, and locks the globe down to burner.

Packed in cases of one dozen

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL QUE.

Hardware Convention at Peterboro to be a Big Affair

Executive Committee of Ontario Association Ratifies the Details of Proposed Program—Window Competition to be a Feature—Former Canadian Invited to Deliver an Address—Travelers Have Added to Program — Concert Substituted For Banquet—Very Little Space Left in Large Exhibition Hall — Permanent Badge Adopted—Railways Make Concession.

The Executive Committee of the Ontario Retail Hardware and Stove Dealers' Association met at Toronto on Thanksgiving Day, all the members being present, as follows: D. Cinnamon, Lindsay, president; R. C. Chown Belleville; M. S. Madole, Napanee; W. J. Bell, Beeton; H. Occomore, Guelph; W. A. Rankin, Ottawa; W. F. Macpherson, Prescott; R. H. Blackmore, St. Thomas; C. W. Conn, Tillsonburg; John Caslor, Toronto, treasurer, and Weston Wrigley, Toronto, Secretary. D. Brocklebank, Arthur, chairman of the Mutual Insurance Committee, was also present.

The secretary reported that arrangements were well under way for the sixth annual convention to be held at Peterboro, Feb. 21 to 24, 1911. The armouries have been secured, a hall 176 x 80 being available for the exhibition with a meeting hall upstairs and an office also available for the secretary and treasurer. A large hall in the Collegiate Institute building adjoining the armouries is also available for special gatherings where an attendance of over 300 is expected. The reception committee of the Peterboro City Council had advised that accommodation was available as follows: Oriental hotel, 200, $2 per day; National, 150, $2; White, 40, $1.50; Snowden, 30, $1.50; Grand, 40, $1.50; Albion, 50, $1.50; Maple Leaf, 30, $1.50; Montgomery, 20, $1.25; Royal, 12, $1; Windsor, American, King George, Munro and Crown, 10 each, $1 per day. A reception committee will meet the visiting hardwaremen at the depot and cards containing a map of the business section of the city, and locating the depots, hotels, public buildings, armouries, hardware stores and hardware factories, will be distributed.

The Oriental hotel has been selected as convention headquarters. A card will also be placed in all the leading hotels in Ontario advising them to avoid Peterboro during Hardware convention week.

Exhibition an Assured Success.

Although it is still about four months before the convention will assemble, the space in the large armouries has been almost completely taken up, only four of the seventy odd booths not having been allotted or held under option. E. F. Walter & Co., Montreal; the Glidden Varnish Company, Toronto, and D. J. Barker & Company, Picton, are the latest to arrange for displays. Yale & Towne, Stamford, Conn., are also expected to make a display, a feature of which will be an automatic demonstration of their goods in actual use. This is the class of displays that are being encouraged, displays that will enable visiting hardwaremen to learn more about the manufacture and practical uses of the goods they have in stock so that they will be better equipped to sell them intelligently.

The exhibition hall, which is 176 x 80 feet in size and has an area of over 14,000 square feet, is to be divided into booths with a frontage of twelve and a depth of ten feet. There will be about 70 booths, each constructed of framework, decorated with bunting and capped with a sign by the association according to a universal scheme of decoration. Some of the booths will also be fitted with wires for special lighting and mechanical devices.

An Interesting Program.

The exhibition hall is to be open every morning, from 9 to 12, but will be closed during the convention meetings in the afternoon. The convention will sit from 1.30 to 4.30 p.m., after which the exhibition hall will be thrown open until 5.30.

On Tuesday afternoon, however, the hall will be closed all afternoon, the convention being open to travelers, manufacturers, etc., who will be invited to give short talks on "Methods of Salesmanship." A committee of travelers will be asked to assist in making the "travelers' hour" a success.

On Tuesday and Wednesday evenings band concerts will be given in the exhibition hall. On Tuesday evening only retailers will be admitted and on Wednesday evening the general public will be allowed to attend, a nominal fee of ten cents being charged. On Wednesday evening the association members will be engaged in their "Question Box" discussion, which this year will be in charge of a committee of which Wm. Magladery, Liskeard, Ontario, is chairman. On Thursday evening retailers, exhibitors and travelers will fraternize together in a social evening in the Collegiate Institute, Walter H. Cottingham, president of the Sherwin Williams Co., Cleveland, who began at the bottom of the ladder as a hardware clerk at Peterboro, has been invited to deliver an address on "Price Maintenance" and in addition to this one of the best professional entertainers in the country will be secured to assist the "Hardware Chorus" and such trade talent as can be secured to make up an enjoyable program. Instead of a formal banquet with lengthy toasts and responses, a buffet lunch will be served during and after the concert.

Peterboro hardware manufacturers will name certain hours on Wednesday, Thursday and Friday mornings when their plants will be open for inspection.

Window Dressing Competition.

Several prizes will be offered for the best dressed windows of hardware, paints, stoves, etc., but the details of this part of the program will not be decided upon until the Peterboro hardware retailers have been consulted. Suggestions sent to the secretary regarding the competition will receive consideration.



PETERBORO ARMORIES, WHERE CONVENTION WILL BE HELD.

Fig. 1 shows Entrance to Convention Hall. Fig. 2 shows Entrance to Exhibition Hall, and Fig. 3 Indicates Location of Collegiate Institute.

Special Railway Rates.

Arrangements have been made for special railway rates, which guarantee a single fare to all attending the convention, the Association assuring the railway companies of an attendance of over 300. Part of the arrangement is that return tickets will be issued free to those desiring to return home at any time during the convention. Much friction was caused at the London convention a year ago by the refusal of the railway agents to issue free return tickets until 300 certificates had been handed in to the railway officer. This delay will not be experienced at the Peterboro meeting.

The two telegraph companies and the Bell Telephone Company were asked to follow the example of American tele-

graph and telephone companies in allowing delegates to convention to send personal messages to their home addresses free during the night hours. The request was refused, however, by each of the companies, on the ground that no precedent existed for this in Canada.

Permanent Badge Selected.

A gold plated button in the shape of a padlock was selected as a permanent badge to be worn by the retailers and travelers belonging to the Association. The design and finish is very attractive, it being copied after the button universally used by members of the retail hardware associations in the United States. One of the buttons will be given with each receipt for membership in the association for 1911.

The Gillette Safety Razor Company are, in addition, getting up a handsome badge to be worn by those attending the Peterboro convention.

Other Business.

An invitation to affiliate with the International Ironmongers' Association, with headquarters in London, England, and with branches in various European countries, was not favorably considered at the present time.

A suggestion that an organizer be placed in the field to secure provisional applications for policies in the proposed mutual fire insurance company was not accepted. A letter was read from Attorney-General Foy, to the effect that the statutes of Ontario are now being revised, and the suggested amendments to the Ontario Insurance Act would be brought before the commission shortly.

The secretary reported that the stove "lien notes" or "rent agreements" had been taken up by members in an encouraging manner, and a new issue had been printed, with several improvements over the first issue. Orders and requests for samples had been received from as far east as Nova Scotia, and as far west as North Dakota. The "rent agreement" is likely to be reprinted for use by several of the State Retail Hardware Associations. The "Blank form" committee are now working on a plumbing order form which will be suitable for general use by members.

The joint committee reported that they had been in correspondence with representatives of the Wholesale Hardware Association, and arrangements are being made for a conference in January to discuss matters affecting both jobbing and retail branches of the trade.

Action was taken on a complaint made by Purvis Bros., Sudbury. An explanation has been asked of the firm complained of.

Another complaint regarding the marketing of coal oil without any marks showing the weight, gravity, etc., was also dealt with.

Notice of the decision of the white lead manufacturers to discontinue marketing a second grade lead as "No. 1" in Ontario, as a result of the protest made by the Ontario Retail Hardware goods, such as silverware, cutlery, shav-

Association, was read and favorably commented upon.

An offer was received from F. C. Lariviere, Montreal, to give free consultation on business matters to members of the Ontario Association during the convention. Mr. Lariviere will remain in his room on hours to be announced, and any who desire advice on business system, financial matters, etc., can have same without cost.

Convention Committees.

W. F. Macpherson, Prescott, J. S. Weichel, Elmira, and E. A. Humphries, Parkhill, were requested to take steps to bring about the organization of a "Hardware chorus" during the convention. Another song sheet will be prepared with convention songs set to popular airs.

Press Committee, to issue reports of convention to daily press, A. W. Humphries, Parkhill, D. Brocklebank, Arthur, and D. Cinnamon, Lindsay.

Reception and Hotels Committee, to meet incoming trains, etc. Alderman Duffus, Aldermen Phelan, Alderman Turner, and representatives of Peterboro hardware manufacturing houses.

Membership Committee, to meet members at hotels and Armouries, and help enroll members, collect railway certificates, etc. Messrs. R. C. Chown, Belleville, W. J. Bell, Beeton, and H. Occomore, Guelph.

Exhibition committee, to supervise exhibition hall. M. S. Madole, Napanee, convener; superintendent of exhibits, Ray Best, Peterboro. The following members of the committee as officers of the day. For Tuesday, W. J. Bell, Beeton; Wednesday, C. W. Conn, Tillsonburg; Thursday, S. L. Adolph, Listowel; Friday, R. H. Blackmore, St. Thomas. A staff of doorkeepers special officers, etc., will be engaged to carry out the rules adopted governing the exhibition.

Resolution committee. H. Occomore, Guelph, convener; W. W. Bennett, Gananoque: W. F. Macpherson, Prescott, and Jas. Purvis, Sudbury.

Nominating committee. D. Brocklebank, Arthur; J. R. Hambly, Barrie; A. W. Humphries, Parkhill; A. Ballantyne, Brantford; and W. A. Rankin, Ottawa.

Question box committee. Wm. Magladery, Liskeard, convener; C. F. R. Taylor, Carleton Place; J. C. Wanless, Chatham; Geo. W. Ecclestone, Bracebridge; A. R. Dundas, Cobourg; and W. J. McMurty, Galt.

Program committee, to take charge of social evening, etc. Messrs. Morgan, Kingan and Higgins, Peterboro; R. C. Chown, Belleville, and H. J. Carter, Picton.

Discipline committee, M. S. Madole, Napanee, convener; W. J. Bell, Beeton; D. McNab, Orillia; W. A. Rankin, Ottawa; one exhibitor, A. A. Bittues, Montreal; and one traveler, S. E. Waffle, Smiths Falls.

These committees will stand subject to revision and additions at the opening of the convention.

Prizes Offered for Photos of Window Displays

Two photos of stove window displays have already been received in the competition for the four prizes of $5 each, in cash, offered for the best photos of window displays sent to Hardware and Metal. The prizes are divided into two divisions, one open to merchants and clerks in Canadian towns and cities over 5,000 population, and the other to competitors in places smaller than 5,000. The window competitions are as follows:

Competition Ending Dec. 1.

Places over 5,000—$5 in cash (donated by the Dominion Cartridge Co.) is offered for the best window display of sporting goods, and $5 for the best display of lighting fixtures, cutlery, stoves and house furnishings, builders' hardware, mechanics' tools or other seasonable lines. Special harvest or Thanksgiving displays, in which grain or farm products are used to trim the window will also be admitted, but the trim must be be secondary to the goods shown.

Places under 5,000—Two prizes of $5 each under exactly similar conditions.

Competition Ending Jan. 1.

Places over 5,000—$5 in cash for the best window display of holiday gift ing set-, cut glass, sporting goods, toys, lamps, tool cabinets, alarm clocks, watches, photographic supplies, or any other staple or special line sold in hardware stores.

Places under 5,000—$5 in cash for best window under exactly similar conditions.

Every photo which does not win a prize and is accepted for publication in Hardware and Metal, will be paid for by a year's subscription to Hardware & Metal or Busy Man's Magazine, each valued at $2, at the option of the sender.

Prizes for Best Holiday Ad.

Places over 5,000.—A prize of $5 is offered for the best newspaper advertisement featuring such holiday goods as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods or other lines usually sold in hardware stores. All that is necessary is to forward one or more clippings from your local paper with the name of the writer of the advertisement, and the name of the paper it was clipped from. Copies of booklets or circular letters used to push holiday trade will, however, be appreciated.

Photos and ads. should be postmarked not later than the date of closing the contest and addressed to the Editor Hardware & Metal, Toronto.

Leather Belting and Factory Supplies as Side Lines

The Hardware Store the Best Medium—The District Should be Looked Over Carefully Before The Stock is Bought, to Save Over-Stocking—The Value of the Personal Call — Side Lines Increase General Business—The Department Should be Well Displayed—

Merchants should pay more attention to leather belting and factory supplies as a side line. In the first place there is considerably more profit in these articles than in the majority of staples which nowadays are cut so fine that the profit is infinitesimal. In the second place, as we have pointed out before, the more departments a merchant has, the greater the chance of securing the combined trade of the district, and of making one article a leader for another.

Undoubtedly the hardware merchant is the correct medium for the sale of belting and factory supplies. Up to now, in the districts where factories are situated, and where the merchant has paid no attention to supplies, the users have to rely on the mill supply men, who can only call upon them at certain times, and if something is wanted in the interim, the factories have to send away for it, a course not very convenient, especially if anything is wanted quickly.

Leather belting does not always show signs of giving out in time for the foreman to have one on hand, and if a belt should go quickly, it means, probably, part of the plant being put out of business.

It is the same regarding any other factory supplies, such as steam gauges, oil cups, set screws, drill chucks and saws. Then again, it is a saving for a factory to make up as large a shipment as it can, when buying at a distance. Consequently, in an endeavor to do this, the supplies are allowed to run down so low that if any unexpected breakage happens there is nothing to replace it with.

Hardware Store The Best Medium.

It is evident from all sides that the merchant is absolutely the best medium for these lines, and this does not mean that it is necessary in starting to stock heavily. It must not be forgotten that a large stock of leather belting alone is somewhat costly. But the merchant can buy carefully. After deciding on taking up these lines, he should look over his district, and find out the number of shops and factories which should be customers of his. He should then go and speak to the heads of the businesses, or to the foremen, and find out exactly what they use, and a rough estimate of the wear and tear and breakages that occur during the year. Acting on this information he can lay in the stock with less chance of overstocking himself, and with considerable saving of expense.

For instance, if no one uses a 12 in. belt in his district, the dealer would be foolish to stock such belts. If he finds that they are all 6 in. belts, he should stock 6 in. belts, with perhaps one or two other sizes as a standby. And so on with other articles. Having gotten this stock in he should then proceed at once to let his probable customers know the fact. Filling his window with leather belts is not sufficient. Advertising in local papers is not sufficient. He should go right out to the factories and shops, and personally, or by means of a representative, tell the buyers what he has done, what he intends to do, and use all the powers of salesmanship that he has at his command. He will be met probably with the contention that they have always bought from a mill supply man, and barring certain objections, to which we have previously alluded, things are fairly satisfactory. Why then should the buyer go to him? The merchant must bring forth the arguments with which he meets the mail order house, and call attention to the fact that a mill supply man does nothing to maintain the upkeep of the district, does not circulate money in the district, and has done nothing to consolidate the buyer's own business. He should go on to explain the advantages of having a stock near at hand from which to draw, and also the fact that the buyer can see the very goods before he purchases them. Following this personal call he should give as much window-space to his lines as is possible, and on occasions he should make a very prominent display, and invite the buyers to attend, and thus maintain the interest of the factories in his store.

Apart from the question of considerably increasing the total revenue of the store by the aid of a profitable side line it must not be forgotten that the more customers that are brought into the store, the greater the chance of a sale, and a man who comes in for a belt or for some lacing may not stop at that but will see something else, maybe for his own private use, which will thus make an additional profit for the merchant. Then again his store gets talked of amongst the men in the shop. One will say to the other. "Where did the boss get this belt from? It seems a better one than the last." Then will come the reply, "from Mr. So & So the hardware merchant." Thus the name of the store gets talked about which is a fine advertisement for the merchant. Apart from that he goes up considerably higher in the estimation of these men, simply because he is stocking something with which they are thoroughly acquainted, and therefore his store assumes added importance in their eyes which means business when their own private affairs are concerned.

It is these little tributaries and streams which make a wide flow of business for the merchant, and the more he adds to such channels of strength the bigger he will get in a commercial sense.

Belting and factory supplies are not unwieldly stock, as the belting can be packed away easily and conveniently, while the factory supplies themselves are just like other tools. So far as display is concerned, it is astonishing how attractive a window can be made out of a few belts nicely rolled, and supplies attractively arranged around. It is not the articles themselves which make a window attractive. It is the harmonious way in which they are grouped, and if a merchant takes plain enamelware and arranges them attractively, he can produce an effect which is very much stronger than though he went to the trouble of designing something very spectacular, and produced an incongruous effect which spoilt the whole design. As we said, a few belts nicely rolled, supplemented with belt fasts, lacing, steam gauges, oil cups, set screws, waste, oil, emery cloth, drills, drill chucks, hammers, hack saws, etc., will make a very attractive window, and if the stock is all right a good business bringer.

It is a mistake for a merchant to let a good source of profit slip by him. Many a hardwareman sits on his chair and allows a large factory close at hand to buy thousands of dollars' worth of goods from a mill supply store hundreds of miles away. Those to whom this remark applies should at once get busy and look into the matter. They will find the belting manufacturers only too pleased to help him in any way, and to give them the necessary advice and encouragement when it is asked. Leather belting and factory supplies is a department that should be prominent in every hardware store where there is a factory nearby.

IRON INDUSTRY TO BOOM.

The Moose Mountain Mining Company, whose refinery near Sellwood, Ontario, has been operating on the dry process of separating ore by the use of magnets, is to be put into more active operation during the coming winter by the installation of a grondal plant, a wet process which consists in the crushing of the iron ore, passing it through a hundred-mesh sieve, and then washing the ore over an artificial dam, where revolving magnets collect the iron particles. After leaving the magnets the iron is briquetted and stacked ready for shipment.

It is expected that 2,500 tons of rough ore will be handled by the new plant daily, and that before spring 100,000 tons of iron will be ready for shipment. The refinery is operated by electric power generated from the Wahnapitae river.

D. D. Mann, of Mackenzie & Mann, was in New York this week attending the meeting of the Moose Jaw company, at which it was decided to increase the capacity of the Sellwood plant. John W. Gates, of the United States Steel Corporation, and Joseph Sellwood, Duluth, are also largely interested in the company.

Christmas Advertising Should be Planned Early

Not Only Should Suggestions be given of Suitable Gifts for Father, Mother, Sister and Brother, But Gifts Should be Tabulated According to Price in Order to Assist Buyers in Making Their Selections.

In preparing for his Christmas advertising campaign, the merchant must proceed along different lines to those he adopts at other times of the year. It is not necessary to impress upon the public the fact that buying is advisable or necessary. The average person is certain to have a list of friends and relatives for whom gifts must be purchased and is prepared to buy more or less extensively. The efforts of the merchant are devoted, therefore, to securing just as large a share as possible of this certain holiday trade. Yuletide advertising, to be effective, should proceed along the lines of suggestion, pointing out the advantages of selecting Christmas presents from the stock of the advertiser and giving convincing reasons why satisfaction can be assured. The wide awake merchant will give his most earnest efforts to holiday advertising because the competition he encounters is bound to be keener than at any other time of the year and, in order to keep his store to the front, ingenuity and perseverance are necessary.

The mind of the purchasing public is peculiarly susceptible to suggestion at Christmas time. The average person is generally in more or less of a quandary as to what Christmas presents to select. With father, mother, wife or husband, brother, sister and close friends to be provided for, the choosing of suitable gifts is often a problem that proves difficult of solution. "What are you going to buy for So-and-so?" is a query uttered between friends during the Christmas season, which generally meets with the answer: "Haven't the slightest idea. Can you suggest something?" Christmas shoppers are willing, and even eager, to consider suggestions. The merchant, who can bring before the public suitable suggestions in attractive form, is bound to reap the benefit in a splendid holiday trade.

Booklets Help Newspaper Ads.

An effective method adopted by many retailers is the distribution of booklets in which the matter is so arranged that suitable presents for different members of the family are grouped together. For instance, one page can be devoted to a list of articles from which a present for the mother of the family could be chosen. Another page could be devoted to men, a third to boys and a fourth to girls. The suggestions, to be effective, should be well displayed and illustrated, with descriptions of each article convincingly written. There is no use sending out a mere conglomeration of facts, crudely prepared and thrown together with no regard for appearance or the qualities that are calculated to catch the eye of the prospective purchaser. Christmas literature must be artistically arranged and the advantages of the particular line of goods advertised must be effectively demonstrated if good results are to be expected. The public demands this as the price of giving attention to the claims of the merchant.

Give Ideas as to Price.

The classified pamphlet, as outlined above, has been used to advantage in the past by hardware men. It could be improved upon in one respect. Although the public has generally only a vague idea as to what to get in the way of Christmas presents, it always has a pretty shrewd idea of how much is to be spent. The average person draws up a list of those to whom gifts are to be sent and then calculates how much it will be possible to expend on each one. It frequently happens that the articles are purchased with a view to meeting



Awarded first prize in Hardware & Metal's advertising contest (places over 10,000) last year. It could have been strengthened by a "personal talk" on the firm's ability to give prompt and efficient service during the holiday season. The ad. is an example of the unit system which makes each item distinct from other goods.

the financial estimate thus set. People will frequently inspect windows and visit stores until they find something that seems suitable enough and costs just about what they desire to pay. With this fact in mind, the merchant could render his Christmas booklet much more effective if he further classified his articles according to price. For instance, on the page devoted to suitable gifts for mother, articles costing a certain sum could be grouped together. Prices could be quoted on an ascending scale with opposite each figure a list of gifts that could be obtained for that amount. First would come, say, articles that could be purchased for fifty cents—small ware, kitchen utensils, useful gifts generally. Next would be grouped a number of slightly more valuable goods, listed, say, at seventy-five cents. From this point the scale would gradually be raised to the more attractive and more expensive lines, such as cutlery, cut glass, silverware, brass goods, etc. The same plan followed out with regard to each member of the family would make it possible for one to ascertain in a moment just what could be purchased for a certain person at the price which it is intended to spend. In arranging the matter in this way, the merchant would be putting into his advertising the approved method, now adopted by so many stores, of grouping together on one table all articles of a similar nature selling at one price.

Continuity of Purpose.

In order to get the best results the merchant must have continuity of purpose in his publicity propaganda. His newspaper advertising, his window displays and his circulars should all work together in the following out of a defined plan of campaign. If a circular were issued along the lines indicated, it would be advisable to have the newspaper ads. follow the same course to some extent, and to dress the store windows in accordance.

A case is recalled where a hardware merchant in Western Ontario used his windows to great advantage in this way. He first dressed his windows with articles suitable for boys, including tools, skates, shotguns, sleighs, knives and sporting goods. The whole made a display calculated to attract the attention of every youth, and insure strong recommendation from boys to their parents, to be sure and make selections from the stock on view. The next week a display of goods for girls was arranged, and so on, until each member of the family had been so honored. Coincidentally, attractive advertisements were inserted in the local papers, calling attention to the window displays, and advising purchasers not to make their selections until they had seen the stock presented. Much work was entailed by the carrying out of this plan, but the results fully justified the trouble and expense involved.

Fully as important as the adoption of progressive publicity methods, is the possession of a staff of clerks alive to the possibilities of the trade. A successful clerk must have ideas and be prepared to offer advice to customers. Frequently people walk into a store "just to look around." If allowed to roam around alone—as they too frequently are—the chances are that they will not see what they want, and leave for some other establishment. A live clerk can invariably make sales if he approaches these people in the right way. Their intention being to buy if they find something about what they want, he should ascertain if possible who the purchase is for, and about what price will be paid. He can then show a great variety of goods of the right description and price, and almost certainly strike upon something suitable. A clerk should be so well equipped with ideas and suggestions that customers could look to him for guidance in the selection of gifts. The merchant who desires to get the most out of the Christmas trade will see to it that his staff are prepared to thus fulfill one of the main essentials of salesmanship throughout the holiday season.

A prime necessity is to start in early with the advertising campaign. The early advertiser catches the trade. Get public attention first for your line of goods, and there is every certainty of liberal patronage. There is, however, not only the need to get ahead of competitors, but the very urgent necessity of stirring up the public to the wisdom of early shopping. The way in which so many people let matters slide until the very last moment makes the rush of business on the last few days so great that it cannot be handled to fullest advantage either for the merchant or the customer. Newspapers of late years have done considerable to stir the shopper out of the apathy which results in this wind-up rush, but it remains with the merchant to take the matter in hand and educate the public to an earlier activity.

The uncertainty that exists among purchasers as to what they want to buy arises to a great extent from the desire to show originality. Everyone knows that there are a line of goods which can be given to boys or girls, men or women, and which are quite suitable, but which have been given for years as Christmas boxes, and have become, in a sense, common. There are articles which, for instance, have been given to boys since Santa Claus made his first reindeer trip loaded down with gifts. When a person tries to decide what to give this year, these articles at once come to mind, and are generally dismissed as being too hackneyed a gift to be considered, provided something better can be thought of. To give an original gift is an uppermost desire in the mind of the average donor. The discovery of an article which could be classed as out of the ordinary, but yet quite suitable, will bring satisfaction to the purchaser, and even greater pleasure to the recipient.

For this reason it is wise for the merchant to display new lines. The hardware man who puts stress on his new designs and ideas in cut glass and brassware, or in any of the latest articles, will find that he has a ready sale. The public will take notice if he puts such goods to the front, thereby offering valuable suggestions for the selection of gifts out of the common. There is in every line of business a constant supply of articles which could safely be termed new. The farseeing salesman will keep these to the fore as much as possible. Furthermore, they should not be left for the customer to discover, but should be suggested whenever opportunity arises. A window display of unique goods will serve as a trade getter during the holiday season—or for that matter, at any season of the year. The public has a taste for novelties. The merchant can safely cater to this at the Christmas season without in any way hurting his sales in the established lines, for there is bound to be a constant demand for articles of common use, the new goods making a market of their own.

THE NEWSPAPER AD.

Many hardwaremen make very poor use of the space they pay good money to the local publisher for. They forget that the average customer takes it for granted that he carries a complete line of hardware and stoves and, as result, uses up good space in which to make general statements which cannot be expected to help sell goods.

Start off with a catch phrase or paragraph which is calculated to arouse interest and then follow up with the talking points of the article you wish to feature most in the ad. Talk in the ad. as you would to a customer in the store and if it is a stove that is being described say something like this:

A PROSPEROUS SUMMER OUGHT TO BE FOLLOWED BY A COMFORTABLE WINTER

We can help you to a comfortable winter by installing in your home one of our———— ranges or ——— base burners.

The ——— steel range is positively the best low-priced range in ———. It is not cheaply made, we simply make it a leader and sell it cheap. The materials that enter into its construction are the best and are carefully selected, being pig iron of the best quality. The oven is large and the bottom so braced that it will not warp. The fire box is sufficiently large and yet not so large that it is not economical with fuel. The dampers and drafts are arranged in a scientific manner and will give the best possible results. And the price is only $35.

Salesmanship Includes Educating the Customers

Buying Must Take Second Place to Selling, Says Merchant of Long Experience—Claims That the Dealer's Power to Suggest and to Talk Intelligently About His Goods Adds Greatly to His Business — Points Made by Ex-Grocer Carry Lessons for Hardware Merchants—Cannot Sell Specialties Unless They are in Stock.

By Henry Johnson, Jr.

The adage, "Well bought is half sold," has wrought an amount of harm impossible to calculate, and it should promptly be relegated to the scrap heap. For our business is primarily selling to which buying is a secondary incident—important, truly; but still secondary.

I can go into this another time in more extended detail, if desirable; but meantime let us adopt the saying of the successful Hebrew merchant: Any fool can buy goods, but it takes a merchant to SELL them." And while I am talking of this merchant, I'll tell you one thing he did. He was offered a line of shirt waists at 98 cents, or $1.06, or some such figure, and, while thinking over the proposition, he took one of the waists over to the sales counter and asked: "Girls, can you get $4.95 for these?" The girls examined the goods and came back with the unanimous verdict: "Of course, we can!" The waists were bought, advertised as a "great special," and sold—at $4.95 each. You can judge for yourselves whether this was a game of buying or of selling. I leave it to you.

Take Time to Educate.

The difference between the two stores in your town, with which you are familiar, lies in this faculty of SELLING as opposed to buying. You know they have about equal natural and locational advantages, but one makes money and grows, while the other about plays even and stands still. One is run on the selling idea, the other on the buying maxim. The aim of the one merchant is to get rid of his goods faster than they come in; the other is always looking for "bargains." One studies to tell what he has, attractively, in every way possible, while the other thinks that prices will talk alone — and so he does no particular talking himself. The one gives his customers so much to think about; keeps them so interested in what he is doing, that they have no time to listen for faint echoes of the doings of the other. The other "buys" at "right prices," and mostly keeps his stuff because he "is so busy buying that he has no time to advertise" and "cannot take time to educate the public."

This matter of "educating the public" is something to which caustic reference is frequently made, by the idle-minded, shallow-brained dealer. He does not think deeply enough to realize the great truth that we learn by teaching and that only through telling things to others do we learn them ourselves.

Was Against Suggestion.

The elder Johnson was a good merchant for his day; would be a good merchant were he alive to-day; but he had some fixed ideas and principles of his own. One idea was that we should advertise, telling people by the printed word what we had and the price thereof. Many things he could tell remarkably well and, with articles which he wanted to tell about, his descriptions were full, snappy, pithy, complete. Thus he was great on the tea, coffee, flour and kerosene which constituted the bulk of his business.

But another of his ideas was that when the customer came into the store we should be promptly courteous and attentive to that customer's wants, but should refrain from making suggestions; holding that it was not our business to "increase the customer's list of wants." He held that many worthy people would come for things they needed, and their needs might be modest—also their resources—so that it would needlessly embarass them, and maybe drive them away, to talk up articles which they might feel they could not afford. All of which may to-day be translated into the statement that any salesman, wholesale or retail, in any line of business, must be tactful; which means he must say and do the right thing at the right time and under the right circumstances.

A visit to a Big Store.

When it came my turn to handle the Johnson business something had quickened in me a desire to make the business a better business, an up-to-date business; and, as nearly as I can recollect it, the first inspiration came thru a visit to the once famous store of Chas. S. Slack, in Chicago. I remember well how staggering to my senses was the gorgeous display of groceries I saw there. I had no previous idea that there were so many things in the grocery line. Sardines at 60 cents, 75 cents, 90 cents, for a single box; goose liver sausage in short single casings packed in tin at $1.25 a tin; it was past belief. When I got back to our store a few days afterward I found a great change. It had been a "big store," but was now shrunk to very small proportions; and was as bare as it was small. Obviously, I had a long way to travel to reach a knowledge of the difference between what is called "long berry Mocha" and the true article from Aden or Mokha; and other things too numerous to mention "

Later on I began to reach out for some better trade. A sign which I had seen in a Chicago window read: "Table Luxuries" and it looked like a pretty sign to me. I gathered together the few items in our stock which might pass as the beginning of a fancy grocery stock and put them into a window. It was an old fashioned window, glazed with many small panes, but it was the background of the beginning. I remember that we had a few cans of hotel mushrooms, called for by those whom I looked upon as the high-livers; a modest stock of bottled mustard; a few bottles of "olive oil"; a little meat sauce, and a few other things. Surely a small line of "table luxuries," but the exhibit took the place of an untidy shelf of ——— soap which had spread its fly-specked length across that window—so was a step in advance. Best of all, however, this was the beginning of an effort to develop selling power; and in a few years that effort completely changed the character of that business.

Must Have the Goods to Sell.

A Chicago jobber whom I once consulted about putting in a small lot of candied cherries, Jordan almonds and angelica, told me: "You cannot sell fancy groceries unless you have them to sell," and therein ennunciated a great truth. The beginner must go slowly—especially on angelica—but he must have the courage to put in a few things such as are likely to appeal to the more fastidious and well-to-do trade; and, if he has that courage, he will likely have the further necessary initiative to SELL those things. And that is the way it works.

We learn by teaching. When a customer asks you what angelica is and you have to brush up your own knowledge so as to tell her you are "educating the public," to be sure; but note how your efforts educate yourself. And it is so throughout your entire business.

Good Profit on New Lines.

One great trouble with us is, has been, and I fear bids fair to be for some time to come, our fear to ask sufficient compensation for our efforts and enterprise. Whenever we got a new item into the old store the first question we asked ourselves was: "For how little can we afford to sell this?", which is a dangerous question. The proper plan is to add as wide a margin as the traffic will bear until the item is tested out. If it sells readily and becomes a staple, it is true that it can be handled for less: but even so, the price should not be reduced until there is plain evidence that you are asking too much, and that evidence you can recognize without special help. Also, conditions which may render it imperative on the part of your neighbor, whose trade is more of the staple, workingmen's or farmers' character, to reduce his price may not affect you at all; and my strong advice is that you be sure you have to cut the price before you do it.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature that the Correspondent Does Not Desire Publicity, He Can Use Initials or Nom de Plume.

Pitch for Roofing.

George A. White, Trenton, asks where pitch can be purchased in quantities.

Editor's Note.—The Paterson Mfg. Co., 361 King Street East, Toronto, market the entire output of pitch produced as a by-product of the Consumers Gas Co., Toronto. The price is 70 cents per 100 pounds in barrels of between 300 to 400 pounds, a better price being quoted in ton lots. The Hamilton Gas and Tar Co., Hamilton, are another firm from whom supplies can be secured.

Washing Machines.

A. Symon, Thessalon, Ont., asks for the name of the manufacturers of the One Minute Washing Machine.

Editor's Note.—White-Erhardt & Co., 121 Logan Avenue, Toronto.

Hot Water Heating.

"Hardware Merchant" writes: "I recently put in a hot water heating system in my store, but it is not giving thorough satisfaction. One of the branches is particularly sluggish and slow to heat up."

Editor's Note.—A Honeywell Heat generator would probably make the system work better. Write the Honeywell Heating Specialty Co., 1008 Eastern Townships Bank Building, Montreal.

Holiday Tool Cabinet.

"Subscriber" asks where he can secure cabinets of tools for sale as gifts to householders and boys during the holiday season.

Editor's Note.—Some jobbing houses have private brands of tools and specialize on the arrangement of cabinets suitable for mechanics as well as for the handy man who likes to do odd jobs around home and the small boy with a liking for manual training. Any jobber who does not assemble tool cabinets especially for customers can supply the cabinets gotten up by such manufacturers as North Brothers Mfg. Co., Philadelphia, or the Goodell-Pratt Co., Greenfield, Mass.

Mail Order Competition.

"A. G. I.," Swan Lake, Man., writes: "It appears to me that manufacturers of stoves who do not cater for this kind of trade and who must feel the effect of those low priced goods, could do the trade and themselves a lot of good by a careful investigation of the manufacture of these goods, the quality of the material used, the kind of workmanship, the weight of the material, the dimensions, etc., and compare them in tabulated form with their own manufacture and supply the trade with the facts. As it is now we have to decide that the regular lines of high priced goods are as good value as the low-priced goods, but it would be much better to know just where and how the difference is made up, and no one outside of a manufacturer can do this.

"There are other lines that could be taken up in the same way, and paint is one of them."

Editors Note.—The suggestions made are worthy of consideration by manufacturers of stoves and ranges. It is evident that mail order competition is being felt in some parts of the country and that there is a lack of information on the part of some who desire to put up a more intelligent fight to retain the trade of their community for the local stores.

The first thing a stove dealer who feels the competition of the catalogue houses should do is to compare the goods he handles with those pictured in the mail order house's printed matter and, in the case of a cheap stove, buy one himself, so that he can put it on his floor and use it to show to customers in comparison with his better grade goods. By measuring up the oven it will probably be found that it does not measure as much as is claimed for it by the catalogue house, and other deficiencies will also manifest themselves as a result of a careful comparison. The merchant is then in a position to show how his regular line is better value than the mail order range and he can prove it by a practical demonstration. He can, and should, advertise this better value and ask the people of his district to come and see the mail order range in his store before they send their money away to pay for goods they have not seen. And, if necessary, he can sell the mail order range at the catalogue price, plus freight, and cartage, the customer, of course, accepting delivery at the store, setting the stove up, and looking to the mail order house for the repairs. An offer of this kind will win confidence for the local dealer, and if backed up with a talk on quality and an offer to guarantee his own line, its a hundred to one that the mail order stove will remain on the floor as an object lesson.

Cheap stoves are, as a rule, made largely of scrap iron and, in consequence, cannot be expected to last as long as goods made by manufacturers whose good will is the reputation of their product. If they lose this reputation and good-will, their trade will fall off and they will be forced to market their product through mail order concerns instead of over their own name and through regular trade channels.

It is not an uncommon thing for stoves made by well known manufacturers to last for 30 to 40 years, while the cheap lines sold by some mail order houses will require repairs in three or four years. The catalogue house sells goods almost entirely upon a price basis and while some mail order houses may sell goods of fair quality the quality argument can be much better handled by the local dealer as he is in a position to actually show the goods and prove his statements.

Dry goods merchants may find it difficult to meet mail order competition on account of the larger variety of goods and styles offered by the catalogue houses, but even local dry goods men who show enterprise are winning out against the big city stores. Stove dealers therefore, with their own special lines having features not contained in the cheap mail order goods, have only themselves to blame if they let trade slip by them to the departmental stores. They have only to use enterprising methods of advertising and display to command attention and then follow up with common sense salesmanship methods. Their "quality talk" should beat the "price" talk in the mail order catalogue every time, providing he does not ask too large a margin of profit. Some merchants, of course, play into the hands of the big city stores by following the out-of-date methods of long profits and slow sales, whereas if mail order competition is to be successfully met, the modern method of smaller margins and quick turn overs must be followed.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Hammocks.—The Hohlfeld Manufacturing Co., Philadelphia, have published a handsomely catalogued list of their offerings in hammocks and couch hammocks for 1911. The catalogue is artistically designed, containing colored illustrations of each variety, over seventy being shown. Among the latest and novel lines shown are out-of-door bed hammocks, which are suspended from a frame with large canopy and are most comfortably upholstered; rigid back bed hammocks; davenport couch hammocks; collapsible couch hammocks; crib hammocks; upholstered couch hammocks of all styles and designs. Several new ideas in construction are shown in these lines. The patented spreader end castings on the pillow spreaders permit the use of three additional stringing cords. Nickeled brass caps on head and foot spreaders are an ornamental feature. Reinforced, double-center stringing in patterns where the divided suspension method of stringing is used, prevents sagging, and gives added strength. The catalogue is creditable in all respects, and displays to advantage the varied lines of the Hohlfeld Co.

A novel method of cutting down trees has been devised by a Berlin inventor. It consists in the use of a fine steel wire, which is looped about the tree and sawed back and forth by an electric motor. The heat generated is sufficient to burn a thin kerf through the wood. A tree 20 inches in diameter can be felled in six minutes. The charred butt of the tree may easily be marked with chalk, and the charcoal layer is so thin that it does not hide any decay or other defects in the wood.

HARDWARE AND METAL

Established - 188

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CANADIAN COMPANY WINS APPEAL.

The Privy Council in England rendered an important decision this week which will no doubt be widely quoted in future cases involving disputes over the exclusive right to use certain words as trade marks.

It will be remembered that the Standard Sanitary Mfg. Co., Pittsburg, took action against the Standard Ideal Co., Port Hope, claiming that by long usage they had acquired the sole right to use the word "Standard" as a trade mark and that the Canadian company by using the word in their name and on their trade mark, had injured their business. The case was tried before the Court of King's Bench at Montreal, the judge favoring the Pittsburg company, and issuing an injunction to restrain the Canadian company from further use of the word.

An appeal was taken by the Standard Ideal Co. and the case has been awaiting a hearing before the Privy Council for over a year. The announcement of the award in favor of the Standard Ideal Company is, therefore, of importance to Canadian manufacturers, and the detail 6of the decision will be awaited with considerable interest.

PROMPT SERVICE AN ESSENTIAL.

The merchant who does not cater to his customers, to the extent of giving them prompt and courteous attention, should not feel surprised if his business fails to develop or even shows signs of falling off. One of the main essentials of the successful conduct of a retail business is to have the store service efficient. The customer demands this; if he does not get it, he goes elsewhere.

One day last week a Hardware and Metal representative dropped into a Toronto hardware store situated in a section where trade prospects undoubtedly are good. From outside appearances the store seemed well stocked and fairly prosperous. Inside, however, no one was to be seen. There being no bell or appliance of any kind on the door, the visitor's presence had not been announced, and no attendant came from the rear. After a number of minutes had passed, a young lady walked into the store from the shop behind and seemed surprised to find anyone there. The visitor asked for the proprietor, and, being informed that he was not in, walked out without any attempt having been made to learn his business. If he had been a customer, he would probably have been allowed to depart in the same way to seek another store, where he could find someone to look after him.

Such methods cannot help but lead to loss of trade. When a customer enters a store he should be made to feel that his business is desired. Unless all of the clerks are already engaged, the newcomer should be met at once and his needs ascertained. Nothing is more annoying to the customer, particularly if he is in a hurry, than to be forced to stand around while a tardy clerk carries on a protracted conversation with someone else, or busys himself with the stock. On Saturdays or during seasons when the rush trade is on, it will, of course, frequently happen that a customer will have to wait his turn. But in such cases the clerk nearest should greet him and possibly ask his forbearance until one of the staff is free to attend him. If a merchant does not maintain a large enough staff to insure the presence of at least one clerk in the store at all times, he should at least have an automatic appliance on the door to give notice of the entrance of customers. They cannot be expected to wait around in the hope that a clerk may chance to wander in and find them there.

BUSINESS MEN CO-OPERATE.

The building up of each city in Canada, and especially in the west, depends on the amount of confidence and good will borne by her citizens, and while it is possible for the Secretaries of Boards of Trade and Industrial Committees to do a certain amount in attracting manufacturers and making the city more attractive to live in, it really lies with the citizens individually as to whether a city will experience a continued era of progress and prosperity. The building up of Canada is not a one man's job, but that of all the citizens, requiring, of course, the aid of one or two men to organize and stimulate.

This has been exemplified in the City of Port Arthur, where in addition to the Board of Trade and Industrial Bureau, a live Commercial Club was organized this summer, one of the first big moves made by the Club being to invite the citizens and manufacturers of the city for a cruise around the harbor, visits being paid to five industries on the water front. Suitable literature had been prepared, showing the number of men employed, output of the plants, amount of horse power used, etc., and after returning, the party attended a Commercial Club Dinner.

And that the policy adopted is meeting with success is demonstrated by the fact that a new industry will be breaking the sod at Port Arthur next week, and six other industries are just closing negotiations for location in the city. The building permits to October 1, this year were $775,000, as compared with $570,000 last year.

Merchants in other towns should cooperate in a similar manner to that adopted by the business men of Port Arthur, who have adopted as their slogan, "Be an enthusiast, be an optimist, and be one."

METAL CEILINGS IMPROVE STORE INTERIOR.

A marked tendency of late has been the substitution of metal for the old time plaster ceiling. Metal has many advantages over plaster, both as regards utility and appearance but, from the hardware standpoint, the tendency is chiefly gratifying because it shows that merchants are getting away from the old idea of hanging a great variety of goods from the ceiling. The custom has not been entirely forgotten and many hardware stores can still be found which look like junk shops for the very reason that every possible square inch of ceiling room is utilized in this way. An unsightly appearance is lent to a store by a heterogeneous collection of lanterns, lamps and whips, dangling from the ceiling in all directions, obscuring the view of other goods and seriously interfering with the light. How much better by contrast is the more modern store with its handsome metal ceiling, from which is suspended a few lamps or lines of superior grade.

Appearance counts for much. While men customers would not be deterred perhaps from entering a badly arranged store, it is certain that women prefer to trade with establishments, which present a neat and bright appearance.

There are other features which accentuate the value of the metal ceiling. It does away with the danger of damage to goods through falling plaster or leaking water and in case of fire is a help in preventing the spread of the flames from one room to another.

HOW CUSTOMERS ARE WON.

"I've the best opposition in the country," said a hardware merchant from western Ontario to Hardware and Metal the other day. "He keeps a fair stock of staples, but is slow to display the special lines and seasonable goods which carries the best margin of profit. For instance, I had a display of ammunition in my window last month and did a tremendous business for our town, and not only did I have to supply my own customers, but also sold a lot of goods to men who usually buy from my opposition. He hadn't his stock of ammunition in yet, and so I got all the business."

And not only will the enterprising merchant who keeps his stock up-to-date get the profit on present sales, but also will he secure the regular trade of many whose custom he had not yet been favored with. A pleased customer will return and no one can be more pleased than one who has failed to have his wants supplied in one store and is able to get the goods required in another without the disappointment of having to wait for their arrival.

Your stock must be kept thoroughly up to date if only pleased customers are to pass out the front door of your store.

WESTERN BUSINESS CHANCES.

"Western Progress," issued by the C. P. R. information bureau, Winnipeg, tells of an auction sale of lands opening up a new townsite at 11 o'clock one morning, and at 3 o'clock the same afternoon ground was broken for a hardware store. This is a practical illustration of the fact that the hardware store, which handles supplies of even more importance to the new settler than food and clothing, is often in advance of the general store, and always ahead of the straight grocery and clothing stores in the new towns of the west.

In the current issue of "Western Progress," there are said to be openings for hardware stores at Cowley, Alta.; Candahar, Sask., and Jansen, Sask., and for tinsmiths at Cowley, Alta., and Sedgwick, Alta.

AVOID DEAD STOCKS.

There are many things in the trade that the retailer should avoid. One of them is the carrying of dead stock and particularly when the merchant cannot afford it. It always represents a loss because there's money invested in it.

Many dealers when offered a quantity price on some goods, snatch at it and tie up a lot of money. They never stop to figure out the interest on their money invested which would often more than repay them if they bought as necessity demanded.

There is still another way to look at the question. If a small dealer ties up considerable money in two or three articles he has not the means of getting a good assortment. Lack of assortment is often the cause of diverting trade to the mail order houses and in the end he loses more than he had gained by getting this quantity price.

Dead stocks are not relished by any merchant. The sooner he turns over his stock the better he likes it. Therefore it ought to be the aim of every dealer to see that all goods are disposed of in season. Summer goods should be moved out before too late and the same applies to the other seasons.

Avoid as much as possible the carrying of dead stock.

If you have any trouble in getting enthusiastic get out and rub up against people who are not built on the cold storage plan. Enthusiasm is contagious and you might catch a little of it.

Ideas are what count. If you cannot evolve your own, make haste to adopt some good ones from another source. Ideas you must have.

Don't stop with just being honest enough to refrain from picking a man's pocket. Be so honest that you would not think of keeping quiet about a purse you found on the street.

You can't get along with people unless you have tact. You can't develop your business far unless you can get along with people. With all your getting, get tact.

Straight Talks on Hardware Salesmanship

TALK No. 1 BY VICTOR LAURISTON

"Here's where the stove peddler has the advantage of me," says the hardwareman who deals in stoves. "He drives up to the farmer's house and dumps off his stove. He has just the one stove and it has the centre of the stage. In all the landscape there's not one unfamiliar thing to distract the farmer's attention while the peddler talks stove. Here, when we bring in a man to look at our stoves, there's a dozen different stoves to begin with—and all the rest of the store besides."

To which I remark: "Take a leaf from the stove-peddler's book."

True, you've got your store, with its thousand and one counter attractions to the stove you're trying to sell. Here, too, you must do most of your selling. Your problem is to duplicate, as far as possible, the conditions so advantageous to the peddler.

Just let's talk stoves—nothing but stoves. You have sold hundreds of stoves. But you didn't sell them by going about the job as though you expected to sell a dozen.

Here comes a man stove-hunting. He wants a heater. You may have a dozen different heaters lined up on exhibition. This man is going to buy only one of them.

Why, then, should you show him each stove in turn, dilate upon the merits of all in equal degree, and in the end as much as say: "Here's our assortment, take your choice?" Will that sort of salesmanship sell stoves? It never sold any to me. Ten to one, your customer, unable, from the very indecision you yourself have so carefully cultivated, to make a choice, won't buy at all.

Show him your stock. That's business. But, while you're showing heaters, let him talk heaters. Draw out just what it is he wants—if he knows what he wants. When you know what he wants, take the best heater in the lot that comes nearest to filling his requirements, and nail your colors to that heater. If he doesn't know what he wants, make a selection for him and push that selection. Your pushing will bring decisive results one way or another—he'll either fall in line, or else develop decided opinions against your choice that will help you to make a better one.

In short, fling one of your heaters right into the centre of the salesmanship stage and keep all the others well in the background. In selecting the heater, be guided by the individual buyer's peculiar needs. Find out what he wants; give it to him as nearly as you can. Above all, don't try to sell him something that you're dead sure he doesn't want, for the simple reason that you're anxious to unload. If he buys, it will be through over-persuasion, and he'll shun you like a pestilence forever afterward.

When you give your man what he wants in quality, the only remaining question usually will be that of price. Occasionally, you'll miss fire through pinning your faith to the wrong stove. Occasionally — and this will happen oftener—you'll have ultimately to sell a cheaper stove of the same general type as the one you're pushing. But the stove you push will have, mentally, at least, the centre of the stage. Instead of giving a chorus by the whole stock, the programme will be a Style A heater solo, with the other members of the company supplying an inconspicuous accompaniment, their deficiencies merely serving to emphasize how splendidly the qualities of the bit of merchandise that figures in the limelight.

This stove talk applies to other things. It applies to everything you have to sell—to everything anyone has to sell.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin.—Advanced 1c.
Barb Wire.—Now $2.20.
Plain Twist.—$2.50.
Coiled Spring.—$2.20.

Toronto.

Zinc Sheets—Advance of 25c and 50c.
Old Materials — Advances noted in heavy brass and scrap zinc.

MONTREAL.

Nov. 4.—Barring an advance in tin of 1c there was no change in local prices this week. Canada plates and sheets are very firm due to the conditions in the primary markets, but there has been no advance in figures. It will be remembered that Canada plates were advanced a few weeks back. Copper is very firm in sympathy with New York, and it is much harder to get concessions for good sized lots than it was, while for future delivery holders are not anxious to quote. Spelter is very firm.

Trade all the way round is very good, and there is the usual bustle preparatory to the closing of navigation. Well assorted orders are going by the boats, while the arrival of imported coal proceeds merrily along. Users, except in the case of imported iron, are not buying very much ahead as there is no indication at present that supplies will be hard to obtain, or that the market is going to run away from them. There is a good tone all the way round, and a period of much greater stability generally is expected by first hands and jobbers.

The syndicate in London still control the situation in tin, and prices although fluctuating have again shown an upward tendency. It was thought in American circles that the coming closing down of the tin plate mills there would cause the syndicate to throw up the market, but apparently the consumption in America is not so important after all for there has yet been no avalanche, and the speculative buying in London goes on just as merrily. It is expected that the copper producers' statistics will show a large decrease in production and in stocks, and this will hearten the market. There is a much more confident feeling although outside New York there does not seem to be much of a rebound in sentiment as yet. Spelter maintains its strong position backed up by a well organized control and good buying. Lead is a little weaker again, and does not look so promising. There is more activity in the iron and steel situation in the States although business is spasmodic. Inquiries show that a large number of consumers are hesitating as to whether to buy just now or not. It is expected that the steel interest will show an improvement this month and that October will mark the lowest point in the depression for the year.

Pig Iron.—Extreme bustle marks the imported iron trade as the time for the better freights is now quickly passing away. Deliveries are being made as rapidly as possible, and warehouses are being put into shape for the winter's supply. It is evident that larger stocks will be carried this time, as last winter there was a shortage and users were seriously inconvenienced. The domestic furnaces are fairly well supplied with business. The market is firm, and we quote: No. 1, $18 to $18.50; No. 2, $17.50, at furnace; Middlesboro No. 3, $18; Summerlee, No. 1, $20.50; No. 2, $20; No. 3, $19.50.

There is a better tone in the States, and general confidence is expressed that conditions will show steady improvement from now on. Better business is reported although a lot of it has been attracted by concessions in prices. There is a greater demand for spot shipment which shows that stocks in consumers' hands are low. This is a healthy sign. Cleveland warrants are fluctuating and the market is not so bright as it was. Prices are pretty well held however.

Tin.—Owing to a continuance of the high figures in London local prices were advanced 1c and jobbing lots were quoted at 39, with concession hard to obtain unless for very big orders. Trade has been very good. Users have been holding off in the expectancy of a slide in figures, and the continued control of the market has upset their calculations. They have consequently been compelled to come in at the higher figures. It was anticipated in some quarters that the coming closing down of 76 tin plate mills in the States would cause a decline in London, but every sign of weakness in the market was met by renewed buying on the part of the bull operators with the result that figures got as high as ever, and the market closed strong each day. The tin situation continues a problem.

Copper.—Under good buying and a continuance of the better feeling in New York copper was very firm locally and prices on the whole were a shade stronger. Inquiries are improving, and there is a lot of business coming along when users have made up their mind that prices are really on the upward grade. It is expected that the producers' statistics will show such favorable figures with decreased production and decreased stocks that the market will go much higher. Producers and dealers are not pressing for business apparently expecting these higher values.

Spelter.—Spelter is unchanged, with very good trade doing. The market is very firm, and users are extending themselves somewhat as higher prices are feared. The syndicate continues to control the situation well in London while the buying is very evenly distributed.

Lead.—Lead is unchanged both for imported and domestic. Buying is more active and the situation is all the way round more lively than it was. The English market shows signs of weakness again, but after the recent strength exhibited this may be only temporary.

TORONTO.

Nov. 4.—The metal markets remain strong with a good demand in most lines. Copper is steady, the price being the highest in three years. The continued stability in copper is causing a general spread of confidence, and business is increasing.

There is a small increase reported in tin, with trade conditions exceptionally busy. The market closed strong. So heavy is the demand that some English firms are said to have enough orders booked ahead to keep them busy until July of next year. The increase in tin has been brought about entirely by manipulation in England.

It is announced that forty tin-plate mills have been closed during the past week in the United States, with a possibility of more closures being effected shortly.

The price of sheet zince has gone up 25c for 5 cwt. casks, and 50c for part casks.

Pig iron—There is no change in pig iron prices. Canadian No. 1 is $19.50; No. 2 f.o.b. furnace sellers at $19. Other quotations are: Middlesboro No. 3, $20; Summerlee No 2, $22.50; Cleveland No. 1, $20.50; Clarence No. 3, $20.75; Jarrow, $20.50 and Glengarnock $22.50.

Tin.—The tin market is very strong, and the local price has strengthened a little. Ton lots are bringing 39c, and the price for smaller bulk runs around 40c, although some higher quotations are made.

Plates and Sheets.—The demand for plates and sheets continues active. Rush orders are being received in such numbers that the jobbers cannot handle them. As a matter of fact, jobbers find it practically impossible to secure Canada plate at the present time. Orders placed with English manufacturers in June, for shipment the following month, are unfilled yet. Urgent messages asking for information as to the likelihood of orders being filled, often go unanswered. Dealers are becoming anxious, and seem inclined to blame the jobbers for the delay which thus ensues in the filling of orders for plates. The increase noted last week for sheets has been maintained, no change in prices having been effected this week.

Sheet Zinc.—There has been an increase in sheet zinc. The price quoted for 5-cwt. casks is $7.50 and for part casks $8.00, an increase of 25c and 50c. respectively.

Copper.—There is marked firmness in copper and orders are being freely

placed. The unsteadiness felt in the past seems to have disappeared, for the present at least, and buyers are acting without hesitation. Sales in the United States are large and this activity is reflected locally. The price remains the same but continued strength may bring about an increase.

Lead.—The price of domestic lead remains firm at $3.75 with an increase of 5c for imported lines. The condition of the market is good and trading is brisk locally.

Spelter.—Last week's prices prevail, the range being $6.15 to $6.25. The demand has attained to such proportions that it exceeds the supply and, although spelter has not increased, the price of sheet zinc has gone up as a result.

Old Materials.—The tendency is toward higher prices, several lines of old metals showing increases. Scrap zinc is quoted at 4c by some and heavy copper and wire have stiffened, 11¼ and 11½ cents now being asked. Heavy red brass is bringing from 10¼ to 10½c, an increase of nearly 1c. Heavy lead which brought 2¾c last week is now quoted as high as 3c. Other lines are firm, being quoted as follows: Light copper and bottoms, 9¾; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; No. 1, wrought iron, $10; machinery cast, No. 1, $14.50; stove plate, $13; malleable, $8; miscellaneous steel, $6.

HARDWARE MARKETS

MONTREAL.

Nov. 4.—Barring a cut in wire lines the market does not present any marked change over last week. Business is coming along very steadily, and orders are well assorted. One thing noticed in connection with the trade is that the range of articles in demand is much larger, in a general sense, than it was some time back. Articles are being called for that were left severely alone, and thus it is apparent that merchants are getting more confident as to the trend of trade, and that they are already feeling a much better distributed consumptive demand.

Cutlery, silverware and general fancy lines are in good demand and some orders have been marked with the injunction to ship as quickly as possible, showing that merchants are anxious to get their stock in, so as to look it over, and make proper arrangements for display. Lumbermen's tools are also showing better strength. There is still a good movement to builders' hardware. Skates and hockey sticks are now in full swing. Snowshoes for lumbering purposes are in better call.

The usual fall lines are in good demand in a sorting up way. Snow-shovels are now moving well. General household supplies, especially enamelware, are prominent. The market generally has a firm tone, and there is satisfaction expressed all the way as to the trend of business.

Cutlery, Silverware and Fancy Goods.—There is a splendid movement to the various lines, and many of the orders are marked rush, evidently with the idea of getting the goods in nice and early, so that the stock can be assembled in good time. Although cutlery, silverware and glass are naturally the most prominent, fancy articles in brass and copper, such as inkstands, trays, etc., are showing a much improved call. Cheap watches and clocks are also showing a splendid demand. Razor, shaving and manicure sets are in stronger request. Of the old standbys, carvers in cases, table cutlery, berry spoons and pickle frames and bon-bon dishes are mostly prominent.

Seasonable Lines.—The colder weather has tended to quicken the flow of weather strip, snow shovels, sleigh heaters and cold blast lanterns. Heating and lighting supplies are in fair request. General lines, such as food choppers, bread mixers, sad irons, carpet sweepers, and ordinary kitchen utensils, including enamelware, are in steady request. Jobbers are satisfied with the business doing. The market generally is firm.

Sporting Goods.—Skates and hockey sticks are now prominent, and jobbers report a very promising call. The orders are well assorted, and betoken plenty of confidence of merchants in the consumptive call. Guns are quiet but there has been a strong stimulation in the ordering of ammunition. Snowshoes, sleds and toboggans are still on the quiet side. Air guns for the Christmas trade are showing better movement. Gymnastic supplies and revolvers for indoor shooting are in fair demand.

Builders' Hardware—The movement is still very good for the time of the year. Dealers' stocks are light, and as there is plenty of finishing to be done a continuance of the call is expected. We quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—Good sized orders are going through. Supplies seem in fair shape. The market is unchanged, and we quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware—There is still a fair movement in bar iron and steel. Other lines are on the quiet side, althongh the boats are taking good assorted consignments. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¼, $3.25; 1, $3.25; anchors, 4½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Lumbermen's Supplies — There is a better movement in general lines, although it cannot be said that the call has reached its proper volume by any means. Boot calks are in good demand, also axes and axe handles. Saws and snowshoes are on the slow side.

Wire—A reduction has been made in barb wire, plain twist and coiled spring. Trade is reported fair. We now quote barb wire $2.20, plain twist $2.50, coiled spring (9) $2.20, (12) $2.35, staples, bright $2.60, galvanized $2.85.

TORONTO.

Nov. 4.—All reports show continued activity in practically every branch of the hardware trade. Orders for builders' hardware continue strong and the stove trade is at its height. Seasonable goods are in demand and there is now considerable activity in Christmas lines.

The announcement made by the United States Agricultural department that the hickory supply is thinning out is not regarded with any concern here. The hickory supply in Canada is quite adequate and, as one jobber stated, all goods imported from the United States, in which hickory is used, are already priced so high that an advance is not anticipated.

Galvanized hollowware has been advanced in England but so far there is no change in the price of these lines here. An increase is listed in conductor pipe and eavetrough.

The market remains firm in practically every line with a good brisk demand and every prospect of continued activity.

Seasonable Lines.—The volume of trade is showing a steady increase and all lines are now moving with more or less regularity. Weather strip, sleigh bells, blankets, ice scrapers, snowshovels, stall fixtures are selling well. Household lines are all busy. Kitchen utensils and cutlery are in demand.

Builders' Hardware.—The seasonable activity in builders' hardware continues unabated. With the present fair weather builders are taking fullest advantage of the opportunity presented to carry on operations. It is anticipated that the future will see building work carried on more or less actively all through the winter months. "Contractors will be able to work the year around," said one jobber, to-day. "Interior work can be done in the most severe weather and that will create a steady demand for hardware supplies." The present season has seen building operations prolonged in all sections of the province and in Toronto things are still as busy as at any time during the fall. Prices remain firm.

Heating and Lighting Goods.—Nothing could be brisker than the stove trade. Rush orders are being received with such regularity that the manufacturers cannot meet them to the entire satisfaction of the trade. Warehouses are being quickly depleted and the end of the month, when the demand slackens, is

bound to find unusually reduced stocks. "A prominent factor has been the West-ern trade," said a local jobber. "We could have disposed of all our stock to fill western orders this year. When you consider that the Ontario and eastern trade has been quite up to the mark, you will realize how heavy the season has been." There has been a corresponding demand for heating accessories, stove pipes, pots, pans, coal scuttles, sifters, etc. Prices have remained the same.

Sporting Goods.—Although the demand is still satisfactory, some jobbers report a slight falling off in guns and ammunition. This was to be expected as most of the deer hunters have now gone north. Increased activity in winter sporting goods is more than making up, however, and the demand for skates, hockey sticks, snowshoes, sleds and toboggans is reaching seasonable proportions.

Heavy Hardware.—There is a good demand for bar iron and steel. Rivets, bolts and nuts are moving. Prices are stationary.

Tinware.—A general advance in prices has been made for conductor pipe and eavetroughing, the new schedule of rates being announced as follows: Conductor pipe, per 100 feet, 2 inch, $3.30; 3 inch, $4; 4 inch, $5.28; 5 inch, $7.26; 6 inch, $8.80; O. G. Eavetrough Square Bead, per 100 feet, 8 inch, $2.90; 10 inch, $3.15; 12 inch, $3.68; 15 inch, $5.25. The extra 10 cents per 100 feet for round bead trough is maintained.

Christmas Goods.—There is now a steadily increasing demand for Xmas goods and prospects point to a lively season. Dealers have confidence in their holiday trade and are stocking in the best lines.

Wire.—There is not a great demand in these lines at present. Although word of several decreases in Montreal prices has been received, the price locally has not been changed, as yet. A decrease in price is not unexpected.

HARDWARE TRADE GOSSIP

Ontario.

Greenwood & Weldon, tinsmiths, Toronto, have assigned to E. R. C. Clarkson.

Fergus may grant Beatty Bros., manufacturers of agricultural implements, a loan of $25,000 for 15 years, without interest, and a fixed assessment of $5,000, exclusive of school taxes.

The office staff of the Banwell-Hoxie Wire Fence Co., Hamilton, presented a cabinet of silver as a wedding present to a former member of the staff, Miss Margaret Ethel Caldwell, now Mrs. A. H. Weir.

The Sutherland Fence Co., Sarnia, are building a new factory, 150 by 100 ft., capable of handling a large output of woven wire fence. They will employ about 50 men when the new works is completed.

The Canadian Tin Co. will take up the reported tin discoveries in the Ottawa Valley, particularly on Chat Island. Tests of the ore found are said to have given results of ten, twenty-five, sixty and sixty-three per cent. tin.

D. McNab, Orillia, Frank Childs, Mathieson, and D. J. Barker, stove manufacturer, Picton, spent Thanksgiving Day in Toronto, attending a gathering of Mystic Shriners. Capt. Milton Adams, Picton, another hardwareman, was also present as a candidate for initiation, getting his feet blistered by crossing the hot sands of the desert.

The hardware stores of W. M. Pringle and Geo. M. Rice, Whitby, were entered by burglars, and several boxes of razors and jack-knives were taken, and $5 secured from the till of Mr. Rice. Twenty boxes of jack-knives, three dozen razors and $1.35 in money constituted the loss of Mr. Pringle. From the yard of Harry Neskal, a quantity of scrap brass and rubber was also stolen.

Quebec.

A. Lemieux, of Henryville, Que., was a caller on the Montreal hardware trade this week.

A meeting of the creditors of the Allen Schofield Co., Montreal, hardware manufacturers, has been called for November 11.

Owing to family bereavement Robert Munro, managing director of the Canada Paint Co., Montreal, was unable to be present at the dinner of the Canadian Wholesale Hardware Association.

Z. E. Martin, president of Martin-Senour Co., returning from Denver, spent several days at the Montreal factory. He will visit Winnipeg shortly.

Wilfred Dery, city representative of Starke-Seybold, Montreal, was presented with a handsome cabinet of silver from the staff on the occasion of his marriage. H. B. Seybold made the presentation, and congratulations were general on all sides.

Walter B. Ramsay, of A. Ramsay & Son Co., Montreal, was married last week at the church of St. George the Martyr, Toronto, to Alberta, daughter of T. B. Greening. The bishop of Toronto, assisted by Canon Cayley, officiated. Mr. and Mrs. Ramsay afterwards left for a tour of the United States.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, was married last week to Miss M. E. Pratt, of Montreal, at the Archbishop's Palace, Montreal, by Archbishop Bruchesi. There was a large atendance at the wedding, the staff being well represented. Mr. and Mrs. McLaughlin left for an extended trip to the Pacific coast. A silver mounted claret cup of rock crystal was presented by the staff.

Maritime Provinces.

The Merchants Bank are to erect a new building at St. John, N.B.

The Empress of Japan on her last trip from Vancouver carried a consignment of stoves ordered by a merchant in Yokohama from the Fawcett Manufacturing Co., Sackville, N. B.

A proposition is on foot to move the Whelpley Skate concern from Greenwich, King's County, to Moncton, N. B. The council of Moncton has fixed the taxes on the industry at $1.00 a year for ten years, and promises free water. Moncton men are subscribing stock.

Western Canada.

A. C. Welch & Co., painters, Saskatoon, have sold to R. M. Scratch.

The Gadsby Hardware Co. have started a retail business at Gadsby, Alta.

Ferris & Simons, hardware dealers, Rosebank, Man., have sold to T. Dennison.

Butchart & Graham, wholesale dealers, Macklin, Sask., have been succeeded by Graham Bros.

Arthur G. Clark, former hardwareman, Grandview, Man., is down with typhoid fever at Vancouver, B.C.

C. A. Farquharson, hardware and furniture dealer, High River, Alta., has opened a branch at Blackie.

G. M. Watson, Rossburn, Man., has recovered from an illness which incapacitated him for about a month.

Birkelands, Ltd., dealers in lumber, hardware and implements, Harris, Sask., have sold to Wilson and Conway.

Hunter & Newton have purchased the hardware and implement business of Mr. McGillivray, Mather, Man.

The Winnipeg Wire and Iron Works have registered a partnership between Chas. E. Hammersley and Geo. A. Pepper.

W. Bournass who was burned out in the recent fire at Victoria, B.C., will rebuild at once. He is planning a modern business block of three stories.

A pile of rubbish in the back part of W. C. Stearman's hardware store, 546 Granville street, Vancouver, led to a fire which did damage to the extent of $150. The loss is covered by insurance.

W. M. Roberts & Co., hardware, Zealandia, Sask., are offering a $450 piano for the candidate who receives the most votes from customers of the store. Votes are given with all purchases. Great attention is being attracted by this novel scheme.

Hardware Trade Conditions in the Mother Country

Output Still Increasing—Settlement of Labor Disputes Gives Confidence and Brings Orders—A Boom in Silver and Electroplate—Many New Tinplate Mills Being Built—Export Trade to Canada Continues to Expand.

(Special Correspondence to Hardware and Metal.)

Sheffield, Eng., October 12.—The prosperity of the steel, hardware and allied trades continues unabated, and on every hand there are evidences of still further good business being booked. Nearly all the serious labor disputes which threatened to paralyse big sections of trade have been settled, or are about to be settled. Many thousands of boilermakers have been locked out since September and it is now reported that a settlement is at hand. Certainly a few of the never-satisfied object to the proposed terms, which are still not publicly known, but it is believed that the majority will accept the concessions made by the masters, even though every point has not been conceded.

This brighter labor outlook has already helped the markets, and orders both for raw and semi-manufactured material which had been held back owing to lack of confidence, are now being placed. Manufacturers are confident there will be a big accession of orders in the course of the present month.

I have alluded in previous letters to the extremely active state of the armament departments of the big works. Since I wrote, further big orders have been received from the Admiralty, and others are about to be given out. There is now over two years' work in prospect.

Silver-Plate Trade Boom.

A very striking feature of Sheffield industries is that there is a boom in the silver and electro-plate industries. Precisely how this comes about I cannot say. Prophets long ago said that such a thing was impossible, but here we are in the midst of it. There is not one competent man in the trades unemployed, and manufacturers have difficulty in executing the orders.

Two or three years ago an incredibly big demand set in for very cheap electro-plate, and for a time it killed, or nearly killed the trade in the better qualities. The feature of the boom is that for all qualities there is an unprecedented demand. Extensions of works are being made and plant which was in excess of requirements has been brought into use. A big proportion of the output is for export.

New Master Cutler.

The title of master cutler was formerly given to one of the chief manufacturers of cutlery, but nowadays it is awarded to any prominent manufacturer in Sheffield and district whether he makes steel, armaments or any other of the staple products of the city. The master cutler just elected is Mr. George Senior, an alderman of the city and a past Lord Mayor. He is a rich man who has made his fortune entirely out of the Sheffield steel trade; he is one of the largest importers of Swedish iron.

The Tinplate Trade.

The tinplate trade continues to expand. In the South Wales district no fewer than 34 new tinplate mills are being erected and it is computed that these will provide employment for about a thousand more men. Those who left the industry when it was in a depressed state are now returning to it. There are 22,000 people employed in the trade, and many of the manufacturers have orders which will extend over the next twelve months.

Another development in the South Wales district is the proposed establishment of coal washeries, coke ovens, blast furnaces, an electric power station, steel works, and tinplate and galvanizing works. It is proposed to spend a million and a half on the projects.

Trade on the Upgrade.

The Board of Trade returns continue to show that trade is improving very considerably.

British exports during September totalled £36,964,261, an increase of £4,163,237 compared with September of last year. The nine months British exports reached £318,577,044, an increase of £41,239,730 compared with the corresponding nine months of last year, so that we are more than a month's trade ahead of 1909 already.

Exports of manufactures of the United Kingdom totalled £29,011,586, an increase of £3,540,201. Cotton shows the biggest improvement; iron and steel come second with an improvement of £531,363.

Trade in Canada moves steadily forward. The quantity of hardware sent to the Dominion last month was 1,868 tons, an increase of 405 tons compared with September 1909. On the nine months' trade the increase is 4,357 tons.

The value of cutlery sent to Canada was £9,779, an increase of nearly £1,000 over the total for September 1909. The nine months' trade was of the value of £83,165, nearly £20,000 more than a year ago, and nearly £50,000 more than two years ago.

The steel trade with the Dominion has increased to a much greater extent. The value last month of steel bars, angles, rods, etc., was £25,018, nearly £10,000 ahead of the £15,558 total of September, 1909, though not such a big improvement over the £21,689 total of September, 1908. The increase in the nine months was £94,000.

Pig lead and manufactures of pig lead totalled 1,161 tons compared with 484 tons in September, 1909.

Unwrought tin totalled 52 tons, practically the same as in September of last year when the weight was 51 tone. The September, 1908, total was 65 tons.

The quantity of tinned plates and sheets taken by Canada was 2,894 tons, compared with 1,778 tons in September, 1909, and 1,870 tons in September, 1908. On the nine months' trade there is a slight decrease from 19,909 tons in 1909 to 19,776 tons in the first three quarters of this year.

Galvanized sheets totalled 1,522 tons last month, compared with 1,505 tons in September, 1909, and 1,177 tons in September, 1908. The nine months' trade amounted to 16,629 tons, a big advance upon the total of 11,380 tons in the first three quarters of 1909, and a still bigger increase upon the 9,546 tons in the corresponding period of 1908.

The total of wire dropped to 204 tons from 492 tons a year ago, and 273 tons in September, 1908. The nine months' total is 2,575 tons, compared with 3,424 tons in the corresponding period of last year, and 1,777 tons in the corresponding period of 1908.

Manufactures of wire totalled 246 tons compared with 202 tons in September, 1909, and 95 tons in September, 1908. The nine months' total is 2,338 tons, compared with 1,900 tons in the first nine months of 1909.

The drop in the export of new rails to the Dominion was remarkable. The total for the month was only 26 tons, compared with 5,392 tons in September, 1909, and 1,876 tons in September, 1908. The total for the nine months is 3,049 tons, compared with 9,086 tons in the first nine months of last year, and 8,756 tons in the corresponding period of 1908.

The Dominion took 9,697 tons of pig iron in September this year, compared with 13,682 tons in September, 1909, and 6,758 tons in September, 1908. The nine months' total is 96,759 tons, compared with 69,281 tons in the first nine months of last year, and 28,774 tons in the corresponding period of 1908.

R. A.

TO TEST SILVER MARKING ACT.

A charge has been laid against the T. Eaton Co., Toronto, for an alleged infringement of the Gold and Silver Markings Act. It is claimed that under the act each piece of silver in a set must be marked with the exact weight of the silver contained in that piece, which is not done in some lines of cutlery. The case will probably serve as a test of the act, the Eaton Co. claiming that the provisions have been wrongly interpreted in this prosecution. Handlers of silver cutlery will watch the outcome of the case with interest.

News and Methods of Canadian Hardwaremen

Novel Window Displays Reported by Several Correspondents Indicate That Canadian Hardwaremen are Doing Enterprising Work in Window Advertising—Kent County Dealer Uses Metal Siding on His Store.

MARKET CHANGES AT HALIFAX.

Halifax, Nov. 1.—The retail hardware business in Halifax is brisk at present, but the wholesale trade is rather quiet. The conditions, however, are not unusual for the season of the year. On the whole collections are reported to be fairly good. The expectations by the jobbers that there would probably be a reduction in the cost of cotton goods has not been realized. On the contrary cotton twines are reported one cent per pound higher this week. Duck has also advanced about five per cent. during the week. Another advance of fifty cents per hundred pounds is quoted on ready mixed paints. Boiled oil is firm at $1.45 per gallon, and raw at $1.40. Turpentine is steady at $1.10. Sheet zinc is 7⅝ cents, and sheet lead is quoted at five cents. Wire nails are selling at $2.50, and cut at $2.70. There has been a fairly good demand for ammunition this season. The sale of guns, however, was not as great as usual.

Some of the retail dealers have their fall discount sales on at present, and they report that business has almost doubled.

NOVEL HUNTING WINDOW.

Newmarket, Nov. 1.—One of the best sporting windows seen here for some time was arranged last week by a clerk in a local hardware store. A hunting scene was depicted, with a camp fire in the centre, and a wigwam in the rear. The background was filled in with leaves and branches of trees, giving a natural setting to the whole. Guns, ammunition, hunting accessories, snowshoes and articles in general pertaining to the chase were advantageously displayed. A novel effect was secured by having a red-shaded light placed beneath the embers on the fire, sending forth a glow that resembled flames.

BEGINS HOLIDAY CAMPAIGN.

Guelph, Nov. 2.—The Bond Hardware Co. had two cleverly designed windows for Thanksgiving. The larger window showed a duck hunting scene, the hunter in front firing at some ducks seen in the background, the figures being lithographed in natural colors. In the immediate foreground appeared a selection of shells, revolvers, knives and other equipments of the hunter.

The other window is a forerunner of the Christmas season. A large five pointed star, reaching from top to bottom, forms the background. In the centre is an electric light, while radiating from this in a circle, are rows of fine cutlery, these being continued into the points of the star. Drapings of yellow and white bunting form the canopy, while in the foreground carving sets and other gifts in silver, cut glass and cutlery, reflect the glitter of the electric light turned on in the evening.

An early shopping campaign will be among the matters to be taken up by the Retail Merchants Association shortly. The annual banquet will be held on November 10, when some outside speakers will be brought here.

SPECIAL CUTLERY SALES

Prescott, Nov. 1.—W. F. MacPherson used a novel idea in a window display made during a special sale of cutlery last week. He had a lot of last season's carving sets which he wanted to clear out so he arranged the goods in the window and, following his regular habit, priced every article in plain figures. Then he prepared a display card, drawing attention to the special sale, and suspended it in the center of the window by cords running through screw eyes in the ceiling to the top of the door. Whenever a customer entered or left the store the card shot up to the ceiling, and the attention of passers-by was attracted to the window by the moving card. Some even came from across the road to see what the moving card meant. And that the window sold goods is evident from the fact that $150 worth of cutlery was sold as a result of the display.

RECORD SALE OF STOVES.

Toronto, Nov. 2.—George Mathewson, 734 Queen street east, reports that his business in stoves this fall has been beyond all doubt the best he has ever known. No past season begins to compare with the record that he has established to date this year. This is due to the fact that he has featured stoves more than in the past, and possibly secured a larger share of the stove trade than he had previously done. In addition to giving one side of his store to place the stock, this merchant had given a window display of heaters and cooking utensils. He had not, however, adopted to the fullest the methods advocated as valuable features of a progressive stove selling campaign, and had not advertised his stock; which goes to show what good results can be obtained when the merchant follows wide-awake precepts, even to a limited extent. Had the dealer in question extensively advertised, and featured his stock, his sales would almost certainly have increased in proportion.

DIRECT TO CONSUMER QUESTION.

Halifax, Nov. 1.—A local dealer has strong opinions against wholesale selling direct to consumers over the heads of the retailers.

He makes the claim that if wholesalers sell to one consumer let them sell all their goods in that way. On the other hand, "if the wholesaler deems that we are necessary in the distribution of part of his goods, then let him sell all his goods through us.

"It is not fair that a wholesaler should take away our best customers and leave us with the worst; if he would make it a hard and fast rule that he will sell only through the retail trade, he would find us a great deal more friendly to him, and a great deal more willing to get behind the goods he turns over to us.

"You will remember that in the address of E. F. B. Johnston before the Wholesale Grocers' Guild in Toronto last April he said: 'A well known and authoritative author, Eddy on Combinations, says:

> 'The right of a combination of dealers to advance their own interests by mutually agreeing to decline to deal with any manufacturer or wholesaler dealer who should sell direct to their customers, has been broadly upheld.'

"Therefore, according to the above, if any body of retailers have trouble over this unfairness they have a perfect right to combine to object to handle a particular wholesaler's or manufacturer's goods.

"I maintain the wholesasler should rigidly protect his best friend, the retailer," he added.

PRACTICING WHAT HE PREACHES.

Kent Bridge, Oct. 31.—A. Hubbell, the local hardwareman, is a strong advocate of metal siding and roofing, and believes this line of goods has a great future before it. Incidentally, he practices what he preaches. His store, which is a corner store, north of the bridge, is covered with metal siding and roofing, making it a very convincing object lesson to intending purchasers of these lines.

LIVE BEAR IN WINDOW.

Owen Sound, Oct. 29.—Creeper and Griffin, hardware merchants, Owen Sound, go one better than the ordinary hardware merchant for their sporting goods window, as J. Minion says, it makes the people remember they want ammunition.

One large show window is artistically decorated with the branches of maple trees, the floor covered with maple leaves and brush. In one corner of the window stands the dummy figure of a man with a gun, in the other corner of the window is a live bear tugging at the end of a chain. The other show window is arranged with the best assortment of guns, rifles, revolvers, daggers and ammunition seen in a long while.

Good signs and attractive price cards are a profitable investment. Keep your signs and cards clean and neat even if you have to discard the old ones for new

Quick Service from Factory to Dealer

Stephens PAINTS

go out on the jump. As soon as we receive the order, we fill it.

And every package that goes out is guaranteed by us. They are made in only one grade—the Best.

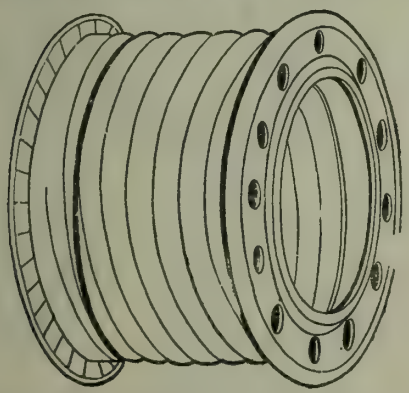
They are the cheapest to use because they will cover more surface and last longer than other paints.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY

O.K. THIMBLES



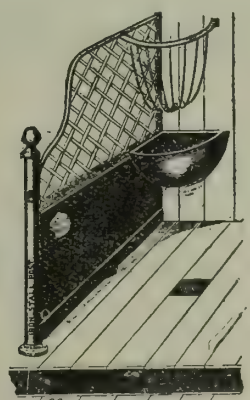
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD. PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Queen City Water White Oil

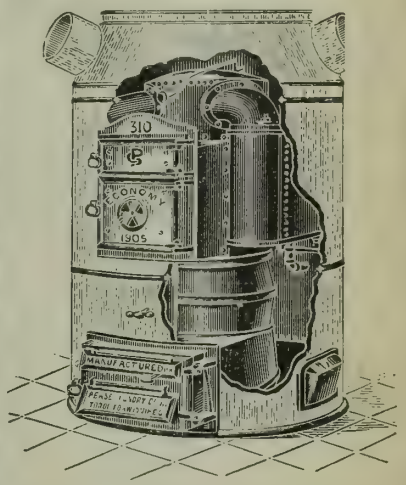
GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 1. The situation in the west has improved and the output in general lines is large. This is particularly true with reference to heating goods, the demand being as strong still as at any time during the season. The sales are brisk in all heating lines, including furnaces, ranges, heaters, gas stoves and oil stoves. With the near approach of cold weather, the business has become almost entirely of the "rush" order and jobbers are kept busy meeting the demand. Household goods are moving briskly.

The holiday trade is showing marked improvement. Merchants are now stocking up for the Christmas season and large orders are being placed.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.10; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

Linseed Oil.—There has been a slackening in the oil trade during the past week. The prices remain firm, raw being quoted at $1.15 and boiled, $1.17. With the falling off in demand, there seems no prospect of further advances in the market.

Turpentine.—There is less activity in turpentine and prices are stationary. The prevailing quotation is $1.10.

Putty and Glass.—There is a good demand in both lines, quotations remaining firm. Putty in barrels, $2.90; in cases, $3.15; in kegs, $3.40.

Petroleum and Gasoline.—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme Lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

NEW TACK FACTORY.

The Morrisburg Tack Manufacturing Company, Morrisburg, Ont., which was organized in 1909 and had its plant erected this year, is now in operation with a capacity of 5,000 pounds daily. The plant is located adjacent to the Canadian Sheet Steel Corporation's works, where their raw material is obtained. In their announcement they state that their product will be made from 24 x 31 inch sheets of even gauge and cut with the grain. Tacks cut from scrap metal, they claim, are cut across the grain and the heads fly off when struck by the hammer.

CLOCKS IN HOLLY BOXES.

The Western Clock Manufacturing Company, LaSalle, Ill., announce that from now until Christmas all the "Iron Clad" alarm clocks supplied by them and by the jobbers who handle their goods, will be packed in special Christmas holly boxes without additional cost to retail customers.

The box is an attractive one which can be used to advantage in window displays, it bearing the familiar "Iron clad" battleship design as well as the Christmastide holly decorations.

An alarm clock is a very suitable holiday gift and a display of the "Ironclads" in their holly boxes, should help to make the hardware store more popular as a place to purchase sensible and useful holiday gifts.

NEW COMPANIES.

The Independent Glass Producers, Limited, capital $200,000; to manufacture glassware and druggists' sundries; incorporators, R. W. Eyre, W. D. Earngey, J. J. Hubbard, M. M. Malcolm and M. J. Ferris.

THE WHITE MOP WRINGER

Do you realize what this TRADE MARK means to you? You can safely loan the wringer that bears it to intelligent housekeepers who mop floors, oilcloths, or carpets, and in nearly every case a wringer loaned is a wringersold.

Much more thanthis, each one sold sells several more.

Your jobber should have them. If he does not, write to us.

The Old Reliable

WHITE MOP WRINGER CO.

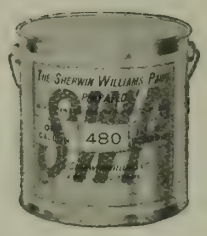
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction

What's in a Can of Paint?



TRUE, there is a great deal. There is lead, zinc, linseed oil and other ingredients, all of which must be of high quality if the paint is good paint.

But there's something more than these. There's that "something," call it what you will, that SELLS the paint. It is reputation plus service, the strongest combination in the world.

That's why, in every can of

SHERWIN-WILLIAMS PAINT

there is a profit to the dealer who handles it. There is nothing lacking. The demand is there, created by aggressive advertising. The goods are there. The house is back of the dealer. And the prestige of 40 years is back of the house. What more convincing argument do you want than this? Doesn't it prove something to you? If nothing else, it ought to induce you to write for our attractive agency proposition on SWP, the finest prepared paint seller, and the leader in Canada.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT: 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



"LION BRAND" VARNISH

UNIVERSAL For interior and exterior use. An exceptionally nice working varnish with the wearing qualities.

No. 99 Hard Oil Finish A pale hard oil varnish for interior finish. Dries free from tack in a few hours. Gives a good gloss. The best of its kind.

FLOOR VARNISH A wearproof, waterproof, tough elastic varnish. Will not mar or show heel marks.

ALL ORDERS FILLED PROMPTLY

The Winnipeg Paint and Glass Company, Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Stove Salesmen Should Know Their Goods

Advertising Should be Done in a Natural Way—A Mistake to Carry Only One Line in Stock—Be Able to Discuss Competitive Lines But Do Not "Knock" Them — Diplomacy Needed in Salesmanship.

(Written for Hardware and Metal by J. N. H.)

The purchasing of a much needed stove may be avoided during the spring and summer months, and the old one be made to answer the purpose of preparing—in a fashion—the family meals; but when once fall, with its chilly winds and biting frosts has come, the buying of a new stove becomes a real live issue and "pater familas" is daily and hourly confronted with the proposition that the limit is about reached, and if "pumpkin pies, apple sass" bread and biscuits are to be made "like mother made them," a new cook stove must be forthcoming immediately.

The conversation then naturally turns to the kind, the name and the style, and from whom the purchase shall be made. Right here is where the sensible, pointed advertising that Mr. Stove Dealer has been carrying on results in landing Mr. and Mrs. Purchaser in the store to look over the stock on display. There is no question about it, the right kind of advertising pays, and will bring results. But there is only one kind of right advertising for the stove dealer, and that's the kind that has the dealer's own personality sticking out all over it. Talk in ink about your stoves, just like you talk to your customers on politics, religion or anything else. Such advertising as that is read, and that's all advertising is for, when it is read it has done all it can and if it lands the prospective purchaser in your store, it is then up to you and your salesmen to do the rest. Will you measure up to the occasion, or will the customer be allowed to slip through their fingers, and go over the way, to your competitor?

Keep a Varied Stock.

In order to sell stoves you must have them, and have them when the customers want them. You must also have a variety, and should bear in mind that no one manufacturer makes all of the good stoves. All manufacturers have some good stoves, and just as surely all manufacturers have some stoves that are not as good as certain patterns and sizes of other manufacturers, that sell at about the same prices.

Some dealers are forced by some manufacturers to stock their line exclusively, but the dealer is very unfortunate who is placed in this position, and loses many sales on account of it.

I think a dealer should have one main line, and confine himself to that in so far as possible, but to sell all the stoves that he ought to, he must have them to fit the ideas and requirements of his customers, to a greater extent than those made by any one manufacturer will.

Stove manufacturers' ideas differ as to just the kinds and styles that will sell. There are no Parisian or New York styles in stoves, every manufacturer is a law to himself, to a great extent, in bringing out stove designs. Very often they have mistaken ideas in this regard, and are sure to have unless they consult the dealer, who in turn gets his ideas from rubbing up against the consumer.

Know Your Stoves.

A successful stove salesman must know all about the stoves that he is selling and there is no line of goods that it is so essentially necessary to know all about as stoves, and on account of the time and exertion required to gain a complete knowledge of his stoves, many salesmen never do master the mechanical construction or many special and valuable features of the stoves that he is attempting to sell, with the inevitable result that sales are frequently not made, and he wonders why.

He should not only know all about his own stoves, but he ought to have a pretty thorough knowledge of his competitors' lines. This information may gradually be attained by reading ad's, catalogues and examining the stoves when opportunities present themselves; but while it is very necessary to know as much as possible about other lines besides his own, the information thus acquired should be used with great discretion, and in no cases should he speak disparagingly to a customer of his competitors' stoves, or it may react, and cause him to lose a sale and perhaps a customer; for it is a fact that people as a rule are not favorably impressed with this kind of talk.

All stoves have what the manufacturers call talking points, some little features peculiar to their stoves. Don't make too much of these, for many of them are absolutely worthless and in many cases positively detrimental to the stove. Even should you succeed in landing your customer by a profuse dessertation on some of these special features it will not be long before they find out their worthlessness and your worth as a salesman will, in their eyes depreciate and will work to the injury of your business. You can fool people, but people don't like to be fooled, especially in buying such an article as a stove which may last a generation or more.

Let Customers Ask Questions.

Many stove salesmen talk too much, and will not give their customers a chance. They seem to get the idea that their customer only just happened to think that he wanted a stove, and that he at once came to the conclusion that he did not have the slightest idea of the make, kind or style that he wanted and must therefore appeal to the salesman to take pity on him and kindly sell him what he ought to have.

Nothing could be farther from the real facts. As formerly stated, in nine cases out of ten the purchase of a stove has been a live topic in the household for sometime, and the customer enters the store with some well defined ideas about the stove he or she wants.

Give them a chance to look over your line, a chance to express their preferences, and in most cases you will not be long in discovering the one that seems to meet their fancy, but take it easy, for it may only be a "gopher," and it is wise to conserve your ammunition until the critical moment, when the real game is in sight. Many sales are lost entirely because the salesman swoops down on the prospective customer like an eagle on its prey, with an incessant "yap yap" of interminable talk, giving the impression that he knows exactly what the customer wants. He will give the customer credit for knowing the kind of house he ought to have, or the kind of wife he should marry. He may even know all about managing railroads or financial or industrial establishments, but when it comes to the stove, that's different; I, Me, Mr. Salesman, am the great and only one who knows all about the kind of stove he ought to buy and if Mr. Customer will just line up against the wall and when I have indicated the stove and price, if he will merely pull his wad out and settle the bill.

There are two kinds of stove salesmen that are dead failures; one is the bubbling, babling incesant talker, and the other the clam. The latter doesn't know anything about the goods, and don't seem to care whether a sale is effected or not—there's the stove—the price is $50—take it or leave it—I don't care which.

OLD RATE RESTORED.

Some time ago the German syndicate of enamelware manufacturers announced that the charge for packing cases would be raised from 1s. to 2s. The British importers protested with such good effect that P. Winckler, Hon. secretary of the syndicate, now announces that for British home trade the price will remain at 1s. until the end of 1911 at least.

AN ADVANCE IS MADE.

It is announced that English manufacturers of galvanized hollowware have agreed upon a general advance of prices. No uniform scale of increase has been given out. One manufacturer has put on 10 per cent., and has notified his customers to that effect. It seems probable that the advance will range from 7½ to 10 per cent. The scale has not been given out, as the manufacturers who attended a recent meeting at Stourbridge pledged themselves to secrecy concerning the nature and extent of the increase made.

MACHINERY STEEL

SMOOTH AND IRON FINISH

All sizes in stock ¼" to 6"

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

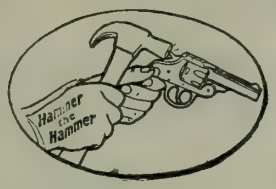
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Officer, - - - 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal.



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—General hardware business, located in one of the best farming districts of Ontario, two railroads. Stock will run about $4,600. Will sell at 80 cents on the dollar for cash. Box 1042, HARDWARE AND METAL, Toronto. (46)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE in the thriving village of Kirkfield, Hardware and Stove business. No opposition. Good opening for young man. Store and dwelling may be leased very reasonably. Stock about $2500. Apply to G. C. Staples, Kirkfield, Ont. (46)

WANTED—Hardware business in good town or city. Please give particulars re stock and location. Box 1044, HARDWARE AND METAL, Toronto. (45)

ARTICLES FOR SALE

FOR SALE—A complete set of Tinsmiths' Tools and Machines, including 31-inch squaring shears, 31-inch Stows tin folder, and 31-inch steel rollers. The D. Moore Company, Limited, Hamilton, Ont. (47)

OLIVER TYPEWRITER, latest pattern, practically new; cost $112 a year ago, for $70. F. E. HENDERSHOT, Mount Forest, Ont. (45)

SITUATIONS VACANT

HARDWARE CLERK—Must be temperate and good stock keeper. One capable of taking charge if necessary. State age, experience and salary expected. FRANK A. CHILD, Matheson, New Ontario. (47)

SALESMAN for new patented household article of great merit, soon to become famous. Fine side line, sells on sight from pocket photo, as dealer recognizes superiority. Liberal commission. MESHA MFG. CO., 118 Beekman St., N.Y. (45)

WANTED—Experienced retail hardware clerk for traveling salesman. Must have thorough experience all branches. Apply own handwriting, stating experience, age, whether married or single. Apply Drawer 2959, Winnipeg. (45)

WANTED—A good tinsmith and furnace man. Steady work all the year for right man. Give references, age and experience. C. W. THURSTON, Box 3, Drinkwater, Sask. (45)

WANTED—Two first-class experienced hardware clerks. Apply, stating age, experience, salary wanted and giving references. All applications treated confidentially. Apply Box 1046, HARDWARE AND METAL, Toronto. (46)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOON to every Hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

HARDWARE MEN EVERYWHERE find it most convenient and economical to remit money by DOMINION EXPRESS MONEY ORDERS, or Foreign Draft. Absolutely safe—payable anywhere—no loss or delay—owest rates. Always remit by Dominion Express Money Orders. Agents all over Canada. Agencies in all Canadian Pacific Railway Stations.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

THE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.



No. 33

CHEAP AT TWICE THE PRICE.

"Paint cheap at twice the present price." This is the line of talk advocated in the latest bulletin of the Paint Manufacturers' Association of the United States to the various travelers. No better or more convincing argument could be set forth to the consumer, especially when it is backed up by one or two little comparisons as to the relative values of paint and other commodities. We need only, this time, take the case of the property owner.

Presuming that the merchant has thoroughly convinced a probable customer that paint is the only thing he can use to preserve his house from deterioration, and to maintain its value in the eyes of a prospective buyer, in addition to maintaining its pleasant aspect to those who are dwelling therein, he has, maybe, to meet the argument that paint is dear, especially now that it has gone up in price.

How can he best do it? Ask the property owner how much he paid for his timber, telling him at the same time to contrast the difference between the cost of the tree on the stump, and the cost of the same tree manufactured into building lumber, and he will begin to think that after all this timber is worth preserving. And then draw attention to the fact that in preserving this valuable timber and conserving its value as a selling proposition, that the paint itself is but one-third the cost of the operation—that labor takes up the balance. Lumber has advanced approximately 85 per cent. during the time paint has advanced 35 per cent. Does it not strike a property owner that his timber should be well looked after?

Considering that paint not only preserves timber, but that it insures the owner getting back a fair return for his outlay, maybe making it a most profitable investment indeed, paint is undoubtedly cheap at the price, and if, when the dealer is tackled on the point, he emphasizes it, the customer will be convinced likewise. If the merchant, however, evades the point, and does not boldly take the question up, then he, by his half-hearted arguments, gives the impression that after all paint is too high.

The householder who shakes his or her head at the cost of a tin of varnish stain, should be told that compared with the advance in the cost of household commodities the increase is of little moment. Flour, bacon, eggs, lard, all these things show nearly double the in-

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Sample tin (FREE) color card, and specia proposition for the asking. 6 Morse St., Toronto; 108 Princess Street, Winnipeg; 550 Beatty Street, Vancouver.

WROUGHT PIPE



Quality dominates M.R.M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M·R·M CO. with our Trade Mark

THE MONTREAL ROLLING MILLS CO.
MONTREAL

crease in percentage than paint, and yet paint, if bodily health is to be considered worth preserving, is just as essential.

The average consumer is open to conviction, and if tackled properly will not object to paying a certain price for a thing, even though he may be prejudiced because years ago paint was so much cheaper, or because he had been dealing with a merchant who had not the courage to raise his prices when the occasion demanded, and is now out of business.

Boldly take the view that even now the customer is getting a good article too cheaply, and that the trend is for paint to continue to advance rather than to fall back. Hammer on the point of quality, and that no man can expect to get quality for nothing. "Paint cheap at twice the present price" should be the slogan of the merchant, and if argued properly the customer will be convinced likewise.

PAINT AND OIL MARKETS

MONTREAL.

Nov. 4.—Barring a hardening in turpentine, although local prices are not as yet generally changed, the situation in the paint and oil markets remains very much the same as last week. Linseed oil fluctuates every now and then but this fluctuation does not mean any sign of a relief in the tension. All the other lines remain firm in sympathy.

Trade is very good. Sorting up orders are being booked all the way round, and the aggregate volume of trade is very good, if anything above the average. Outside painting is being pushed vigorously all over the country, and there are evidences that the work will be continued until the weather absolutely forbids. There is an evidence of heavier stocking up by some merchants evidently on the belief that paint and oil are billed for even higher prices, and they do not intend to be on the wrong side of the fence this time. There is no doubt that if the present movements in oil and raw materials continue liquid paints, varnish, etc., must go higher.

Turpentine.—Owing to the disturbances in the South, turpentine became very firm in tone, and this was reflected in the markets locally. Although prices generally were not changed, yet in some cases one to two cents were added especially for small jobbing lots. The demand is very good considering circumstances, and we quote $1.01 to $1.04.

Linseed Oil.—Linseed oil presents very little new features. There is still the same scarcity of seed, as no one has found any big stock hidden away, while the reluctance of holders of the oil to part grows more and more evident as time goes on. Buying is naturally very cautious, but considering all things it is stronger than many would think possible under the circumstances. The English market is very firm, and the fluctuations which occur are not due to any signs of weakness but rather to the tension of a very firm market. We quote: $1.08 to $1.10 for raw, and $1.11 to $1.13 for boiled.

White Lead.—The market is unchanged from last week. There is a very strong tone in evidence, and higher prices are anticipated. The demand is good, and heavier consignments are being taken as the winter freights approach. We quote: $6 to $6.50 according to brand.

Varnish.—There is a good demand for what is called package goods. Varnish in tins both large and small are very popular. The larger users such as the implement, carriage, and piano makers are buying well probably in anticipation of a further advance.

Putty.—The demand shows improvement as the close of navigation approaches. Putty is included amongst most assorted orders. The market is firm, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Nov. 4.—Prices asked for linseed oil and turpentine remain firm and there seems to be no prospect of immediate change. The demand is falling off, orders being given only where the need is imperative. There is no particular desire evidenced by holders to dispose of their stock.

That linseed oil is bound to remain high in price is shown by the high price prevailing for flaxseed. As much as $2.75 has been paid for seed this year, while from $1 to $1.25 per bushel was regarded as a good price in Ontario a few years ago.

Linseed Oil.—Quotations on oil run from $1.10 to $1.12 for raw, and $1.13 to $1.15 for boiled. A further increase within a short period is not unexpected. In view of the high price, there is little demand, and trading is light.

Turpentine.—The price of turpentine has remained firm, despite outside fluctuations, and an increase in the south. Quotations run as high as $1.07, but the general price is $1.05, ranging from there to $1.01, the lowest figure quoted.

The boost in prices in the south is partially due to another storm, less violent in nature than the preceding one, along the Southern States' coasts. Stocks at Savannah and Jacksonville are light, indicating that present prices will be maintained. Private correspondence from these points goes to show that the American naval stores and the Standard Oil Co. have been buying up all that has been offered at a price that would make it cost within a few cents of $1 per gallon in carload lots laid down in Toronto.



EVERLASTIC

REGISTERED

Quick Drying Floor Varnish

is a Brandram-Henderson specialty. It will do justice alike to soft wood floors unpainted, painted or stained, or to the very finest hardwood flooring. Note these qualities:

It dries hard and really comes mighty near being "everlasting."

It is tough and "elastic," and does not easily scratch or mar. It dries dust-free in about eight hours, has a fine lustre and can be walked on next day after application.

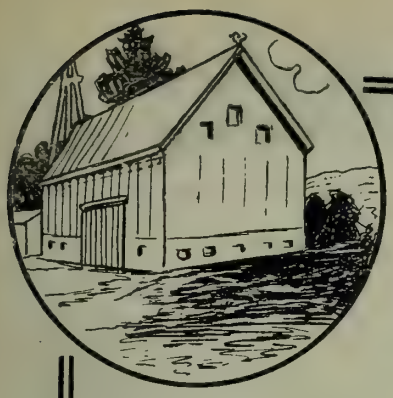
EVERLASTIC is one of three splendid Household Varnishes which should be stocked together, the other two being Dependon Light Hard Oil Finish and Gold Medal Inside and Outside Varnish.

These three Varnish Specialties are put up in extremely handsome lithographed cans,—and we furnish you with an attractive hanger in colors.

Write to-day for prices.

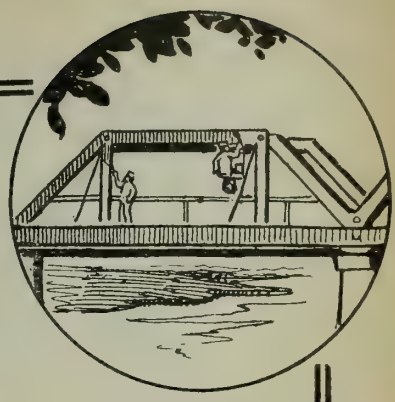
Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
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ANOTHER NEW ONE!

JUST OUT!



Speed Up Your Sales.—Speed Up Your Profits.

This new addition to our "Seller" Family is "The" big money maker for the dealer.

STERLING LONGWEAR PAINT

FOR

BARNS, BRIDGES, ROOFS and FENCES

—colors for every purpose—

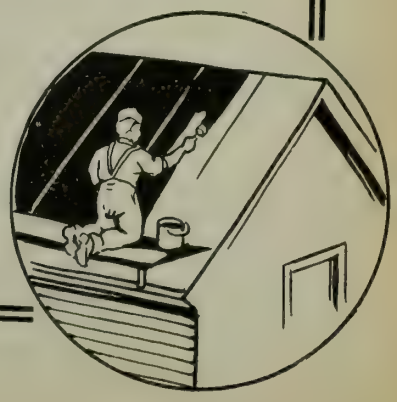
MAKES GOOD because MADE GOOD.

Long wear quality on the inside.

Attractive label on the outside.



Put in this quality-protected, profit-promoting line, then watch sales and profits climb. Send to us for proofs.



Canadian Oil Companies, Limited

Toronto Montreal St. John Winnipeg Calgary

White Lead.—Pure white lead is still quoted at $5.90 to $6, with "Government standard" at $5.65. The predicted advance has not yet materialized, but it is still promised. Jobbers would not be surprised at an advance within the next month. Trading is brisk.

Castor Oil.—There is a steady demand, prices remaining firm.

Varnishes and Japans. — The new prices set last week have been maintained with no falling off in sales. Large users are buying freely and the demand for household purposes is brisk.

Putty.—No changes are recorded in putty prices. Trading is steady and satisfactory. Bulk in barrels is quoted at $2.20 and $2.25; in 100 lb. drums, $2.45; bladders in barrels bring $2.70 and in 100 lb. irons, $2.80; 25 lb. loose, $2.25; cased, $2.60.

Rosin.—The slight decline in rosin of the past two weeks has been replaced by a greater firmness and the market is now steady, prices being high. "T" rosin is quoted at $3.25 per hundred pounds.

Petroleum.—The petroleum market is steady and prices firm. Canadian prime white coal oil sells at 13c, American water white, 14c, Pratt's Astral, 17c.

Window Glass.—The glass season is at its height and business is brisk. Orders are coming fast, all being of the "rush" variety, due to the rapid approach of the close of the building season. No changes are quoted in prices.

CANADIANS WIN PRIZES.

The Sherwin-Williams Company's 30th annual convention held in Chicago October 24 to 27 inclusive was attended by about 300 officials of the company, heads of departments, district and sales managers and traveling representatives.

The main convention room on the sixth floor of the Auditorium Hotel was beautifully decorated with palms and flags with the Company's familiar "Cover the Earth" and "Brighten Up" signs in evidence. As a background to the speakers' platform was a panel finished attractively, and having such mottoes in gilt, as "Development—accomplished more by attempting more," "A brain to contrive, a tongue to persuade and a hand to execute," etc. The first of these two mottoes was the key-note of the convention. On the ninth floor the large dining-room was reserved especially for the Sherwin-Williams' delegates, where they met three times a day, and enjoyed their food and songs together.

Addressess were delivered on Monday by President W. H. Cottingham, H. A. Sherwin, chairman of the board, W. P. Fenn, vice president and treasurer, and A. D. Joyce, general manager of sales and distribution, these being followed by addresses by the managers of the various departments.

On Tuesday morning the large Chicago plant of the company, embracing a paint and varnish factory, extensive offices, a dry color works and a new white lead department were inspected, while a smoking concert was held on Tuesday evening.

On Monday and up until noon on Thursday, the convention was given over to district meetings, each district having a separate room to discuss the problems peculiar to it. On Thursday afternoon President Walter H. Cottingham gave an illustrated lecture on the Sherwin-Williams facilities, from the mines to the finished paint product on the house, also showing the various mechanical and social features of the company's plants. He concluded the afternoon with a very inspiring talk on the requisites for success in business, and especially for success in the Sherwin-Williams Co.

The convention was brought to a close on Thursday night with a banquet. An orchestra furnished the music for the company songs and all made merry. The speakers of the evening were: W. H. Cottingham, toastmaster; H. A. Sherwin; Rev. Wm. O. Waters; A. D. Joyce; J. W. Garson; W. D. Peyton; Walter D. Moody; Charles Folds.

C. C. Ballantyne, managing director of the Canadian business of the company, was presented with a handsome trophy, "The Runners," for winning the top notch district manager's honors, and W. S. Fallis, Winnipeg sales manager, also won a handsome trophy for winning the sales managers' top notch prize.

The representatives from the Toronto district who attended the Sherwin-Williams Paint Co. convention at Chicago, won this year, fo the first time, the trophy annually offered by the company for the highest percentage of sales. The party consisted of J. W. Benson, manager, and the following salesmen: C. A. Thomas, Berlin, J. J. Harkness, London, J. McMartin, Barrie; A. E. Cowley, London; and R. E. Stinson, Lindsay.

PAINT CHEAPER TO-DAY.

Referring to the fact that paint in comparison with other things is cheaper to-day than ten years ago, The Paint, Oil and Drug Review says:

Ten years ago a carpenter received $1.75 a day, and paid $1.50 for a gallon of the ready mixed paints, which left him 25c over what he received for his day's wage. To-day a carpenter receives $3.60 for his day's wage, and after paying $2.50 for a gallon of paint, has $1.10 left over.

Not only does the purchasing power from the point of the laborer make ready mixed paint seem relatively cheaper, but the cost of chickens, cereals, eggs, butter, beef and potatoes all show a similar comparison. Now is the time for you to put your paint business in the class of profitable merchandise. Grasp the opportunity, you will never regret it.

Gladstone

used to say that by reading the advertising you got the most comprehensive idea of a country's commercial progress.

Read

the advertisements of The Canada Paint Company and keep *ABREAST* of the times.

A Lawyer

charges for every letter (however trivial) that he signs. Not so with the Canada Paint Company. They will cheerfully answer all enquiries appertaining to the Paint and Varnish business. Their chemists and experts are also at your disposal without charge.

Address

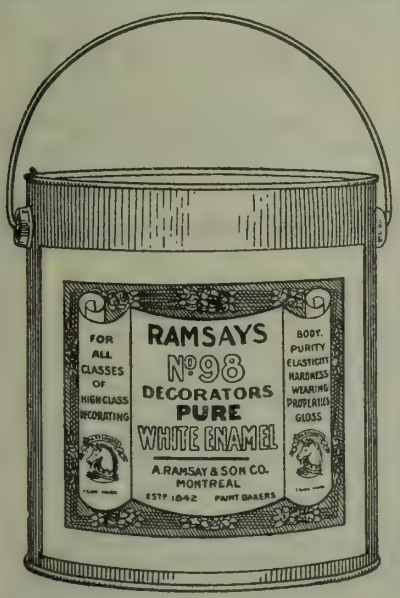
THE CANADA PAINT Company, Limited

Montreal Toronto Winnipeg

Decorators' Pure White Enamel

We are telling you about this Enamel, just so that you will know where to procure a high grade white, for high grade work, when you want it. Many Canadian dealers are paying exorbitant prices for an imported Enamel, because they do not know that right here in Canada is to be found an Enamel that outclasses any of the imported goods.

This is the sign—



If any dealer wants to see just what Ramsay's No. 98 is like, he can have a sample for the asking of it. A sample is all that is necessary to prove that Decorators' Enamel need not be imported into this country at high prices.

Would you like to have a sample?

A. Ramsay & Son Co.

Established 1842

The Paint Makers

MONTREAL

If you are certain—

—quite certain that your paint stocks are as fully representative as possible,

THIS IS NOT FOR YOU

But if you are not handling ***NEW ERA PAINT*** you have just missed finding out the fullest meaning of the word "*success.*"

NEW ERA PAINT will hold its color better, last longer, give a better finish and cover more surface than many higher-priced paints. ***NEW ERA PAINT*** is pure and moderately priced.

WRITE FOR PRICES

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal

Your Profit and Reputation

demand a careful selection of Varnishes, etc.
We are makers and acknowledged leaders in

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains
and

TRADE MARK LACQUERET HOUSEHOLD LACQUER

A full range of our products will be found to fill all your requirements. *Made in Canada.*



INTERNATIONAL VARNISH CO. LIMITED
(Canadian Factory of Standard Varnish Works)

TORONTO

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New York Chicago London Berlin Brussels
N.B.—All goods are sold in Imperial Measure Packages.

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

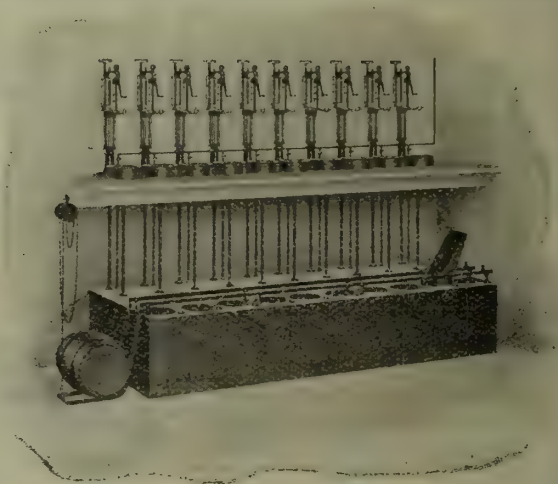
QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

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Associated with MURPHY VARNISH CO., U.S.A.



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.

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The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty,** another important stone which must be a part of the foundation as well, can be added so easily—just build your business on

The Martin-Senour Paints

100 Per Cent Pure

and you need have no fear of the future—your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful,** better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money—it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

Don't Look For Trouble!

You, Mr. Hardwareman, have many little trade worries, we know, but you will never have any paint trouble with the

MOORE LINE

MADE IN CANADA

MOORAMEL

A Satisfactory Enamel at a Reasonable Price.

SANIFLAT

A Dead Flat Finish. Smooth and Soft as Velvet.

MURESCO

The Best Wall Finish

TILELIKE

A Varnish and Stain Combined.

Made of Pure Kauri Gum.

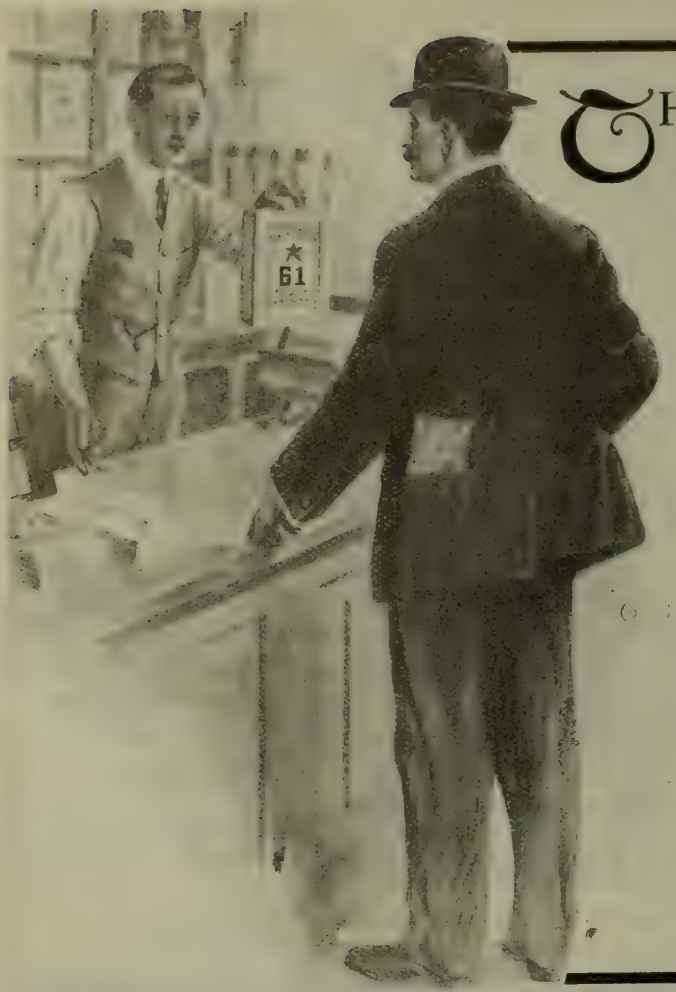
Contains No Rosin.

IMPERVO

High-Grade Varnishes for Every Known Purpose.

Write for Color Card and Prices.

BENJAMIN MOORE & CO., Limited - West Toronto
NEW YORK CLEVELAND CHICAGO



THIS dealer is making real money. He's not sitting up nights trying to figure out scant profits. He sells Pratt & Lambert Varnishes and other advertised goods. The demand for P. & L. Varnishes, created by extensive advertising to painters and householders, gives him liberal profits, quick turn-overs and puts money in the bank for him. Be like him—be a real live varnish dealer!

Write to-day for our new "Dealers Book," prices and terms. It means your start towards increased varnish sales.

PRATT & LAMBERT—Inc.

VARNISH MAKERS 61 YEARS

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FACTORIES:

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HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

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CHANCE'S FLEMISH GLASS

is a new product of the famous glass works of Chance Bros. & Co., Limited, near Birmingham, Eng.

"Flemish" is a new and most attractive variety of Ornamental Window Glass, unsurpassed in character and brilliancy. It is particularly effective in the best kinds of leaded light work, and for glazing in casements, door panels, or interior partitions, where the object is to obscure the vision but not the light.

Flemish Glass is made in large and small patterns and in white, staining white and numerous tints.

To architects, contractors and hardware dealers, we will send, on request, samples of Chance's Flemish, Figured, Rolled, Muffled, Double Rolled, Cathedral and other lines.

Agents for Canada:

B. & S. H. Thompson & Co.

LIMITED

381 St. Paul Street, : : Montreal

What's in a Name?

It depends on the name, some names do not typify much, others do. A bright Chicago publication, writing on this subject recently, put it this way: "What name, for instance, Bill Jones or Royal? If you answer 'Royal' then we tell you millions. A certain corporation offered the Royal Baking Powder Company $12,000,000 for the use of that name as applied to baking powder, and the offer was refused."

The manufacturer who attempts to belittle the name of a competitor because the name of his rival has become a recognized power in the trade, places himself in the category of the ordinary everyday vilifier who would not hesitate to slander his neighbor whose fine reputation he envies.

The name

BISSELL'S

as applied to a carpet sweeper means something. It is at once the synonym of all that's best in carpet sweeper mechanism. It typifies the world's leadership in a distinct product. It stands for that sound policy in the conduct of business that recognizes the right of the jobber and retailer to a fair profit in the sale of an article, while at the same time properly considering the consumer.

The name

BISSELL'S

typifies the only famous carpet sweeper in the world, the only carpet sweeper ever sold under a sincere, carefully devised and rigidly enforced policy of Price Maintenance, that absolutely guarantees and secures a good margin of profit to every dealer handling it.

Write for our Christmas Offer, the most liberal we have ever made.

Bissell Carpet Sweeper Co.

GRAND RAPIDS, MICH.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World.)

BRANCHES:

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BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Aamiralty and War Office



VIEW OF BIRMINGHAM WORKS

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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

A Sure Winner

and the best washing machine on the market is the



CONNOR

HIGH SPEED WASHER

Some of the features which particularly recommend it are:— It has fly-wheel under tub and turns on double ball-bearings. Handle is adjustable.

The only machine with a foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

A great family favorite. Send for catalogue.

J. H. Connor & Son, Ltd.

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LET THERE BE LIGHT



A steady, brilliant white light in your store will prove an asset whose value cannot be over-estimated. Get in touch with us. Our apparatus is absolutely safe, is better and cheaper than electricity or gas and safer than coal oil and candles.

Clean and sanitary.

Write for circular and special price to merchants direct.

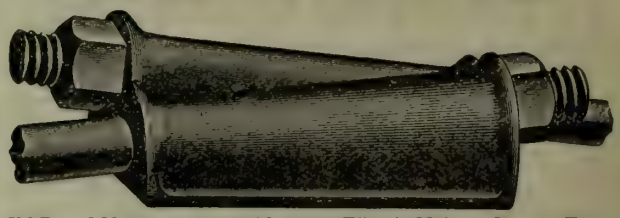
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TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

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OTTERVILLE, ONT. Limited

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

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The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

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Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

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"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY

MONTREAL, QUE.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

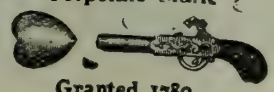
Sole Agents for Canada

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For Sale by Leading Wholesale Houses

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE CO.
MILLWALL DOCKS,
LONDON, ENGLAND.

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

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The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
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You Will Save Money
By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

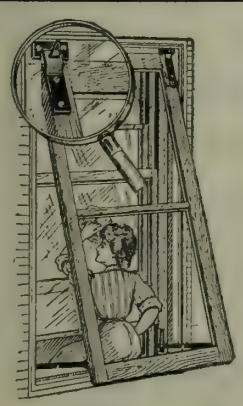
When in the market for

Glues, Gelatine, Size, etc,

you often have to order goods without having time to get quotations, etc. Get our lists now and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**



The ONLY Way is The PHENIX Way

To simply **show** Phenix Hangers and Fasteners is to sell them.

Storm Windows and Screens are easily hung or removed *from inside* as you would hang a picture; for ventilation or for window cleaning swing them out.

Retail at 10, 15, 25 cents per set with screws.

Every house-owner demands them.

For catalog and trade discounts address

PHENIX MFG. CO., 030 Center St., Milwaukee, Wis.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

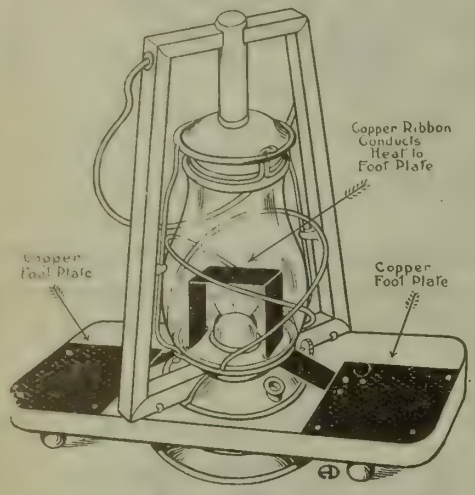
Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer!



Do YOU Want a WINNER?

Something NEW to show your customers that they will buy and be pleased with.

ECONOMICAL AND CANNOT DAMAGE THE ROBES.

SCIENTIFICALLY DESIGNED
MECHANICALLY PERFECT

For Sale by all Jobbers.

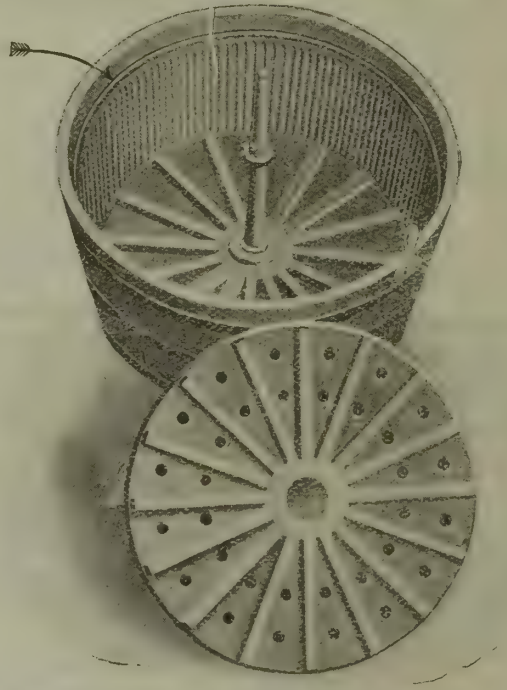
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Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

A Study in

NEW CENTURY WASHER CONSTRUCTION

Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are

Exclusive Features

that cannot be copied

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the

New Century

and other kinds.

CUMMER-DOWSWELL, Limited, Hamilton, Ont.

W. L. Haldimand & Son, Montreal, Eastern Agents. ***MAKERS*** H. F. Moulden, Winnipeg, Western Agent.

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW

This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B.C.



CAMPBELL'S XXX CHOPPER

Pays the Jobber to handle

Quick seller for the st rekeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN, B. CANADA

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Bldg., Montreal

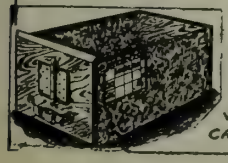
TRY A

Condensed Ad

IN

Hardware and Metal

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

Thirty Dollars in Prizes

Six cash prizes of $5 each are offered for photos of hardware window displays arranged by Canadian hardware merchants or clerks as follows:

PLACES OVER 5000 POPULATION

$5 for the best sporting goods window mailed on or before December 1.

$5 for the best stove or hardware window mailed on or before December 1.

$5 for the best holiday goods window mailed on or before January 1.

PLACES UNDER 5000 POPULATION

$5 for best sporting goods window mailed on or before December 1.

$5 for best stove or hardware window mailed on or before December 1.

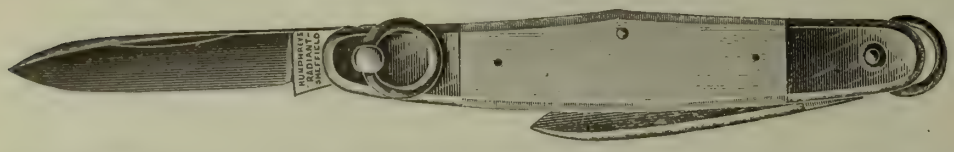
$5 for best holiday goods window mailed on or before January 1.

Address all photos to

The Editor, HARDWARE & METAL 143-149 UNIVERSITY AVE. TORONTO

HADDON CUTLERY

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾" If any of these specialties are found faulty we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass

Plain and Bevelled Mirrors

Picture and Car Glass

Prismatic Glass

Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS
P.B.

TRADE MARK.

Cast and Ribbed Rolled Glass
Leaded Lights

Wire Screens

Plain and Figured Cathedral Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.



These Papers are now telling the Store Owners in Your Town:

"Put a 'Galt' Metal Ceiling in your Store before the Christmas rush."

Contract Record	**The Presbyterian**
Canadian Collier's	**Canadian Grocer**
Christian Guardian	**Dry Goods Review**
Canadian Magazine	**Canadian Druggist**

This helps you no matter what line of Ceiling you are selling.

First: By educating the Dealers, Church Trustees and Hotel Proprietors in the *artistic* and *practical* advantages of Metal over wood and plaster.

Second: By telling these people in plain English the difference between "Galt" and other Metal Ceilings, explaining our exclusive features—*Machine-cut Beads, Lead-and-Steel-die* embossing and *classic designs*, etc.

Send us your Ceiling orders and the names of your prospects for a personal letter.

The Galt Art Metal Co., Ltd. - Galt, Ont.

Galt "Classik" Ceilings

Get the local agency for "Safelock" Wire Fence



You will find "Safelock" the best selling line of wire fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut---note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked at the lock, every wire retains its full strength.

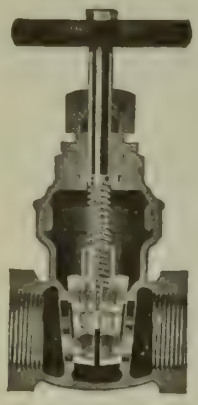
Better write us to-day about getting an exclusive "Safelock" agency for your locality.

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.





A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works: 102 St. Remi St., Montreal, Canada

And at 95 Queen Victoria St., London, E.C.

A High Grade Babbitt Metal



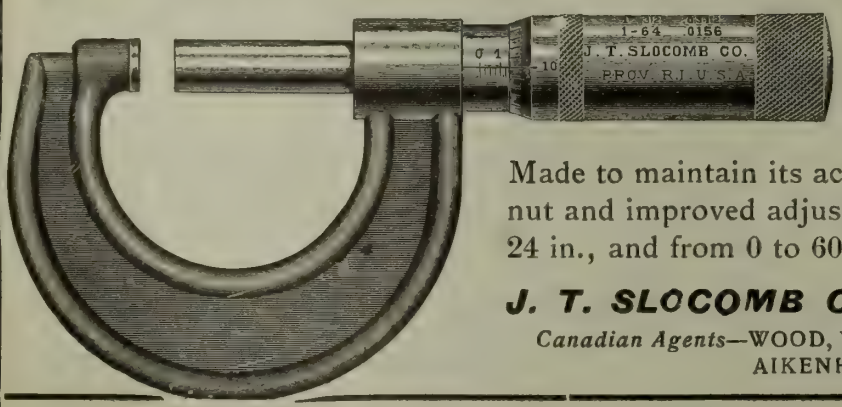
At A Moderate Price

"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

SELL THE SLOCOMB MICROMETER CALIPER



A high degree of accuracy, together with the extreme durability, of this Caliper make it the most satisfactory tool of its kind in all the world. Made to maintain its accuracy, having tool-steel screw, long nut and improved adjustments; made in all sizes from 0 to 24 in., and from 0 to 600 M.M. Metric.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

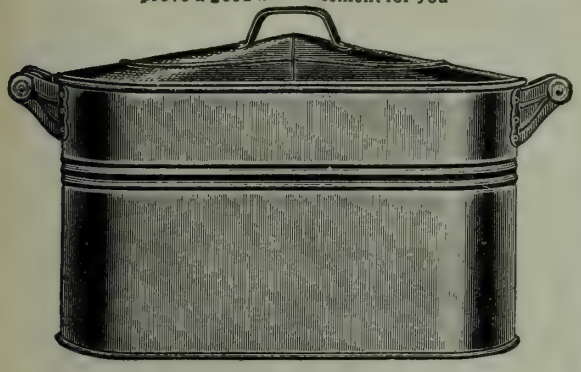
Canadian Agents—WOOD, VALLANCE CO., Hamilton and Toronto, Ont.
AIKENHEAD HARDWARE CO., Toronto, Ont.

Modern Kitchen Utensils

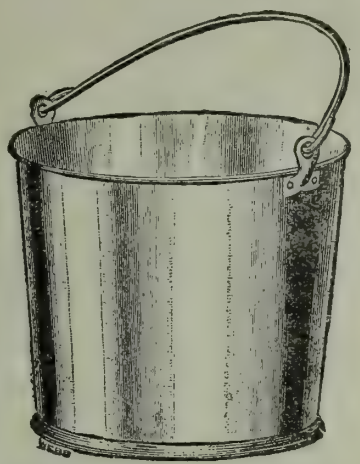
to be popular with present day consumers must be strong, easily cleansed, and low priced. These three essential features are combined in

WRIGHT'S XXXX INDESTRUCTIBLE AND SANITARY "ANTI-RUST" TINWARE

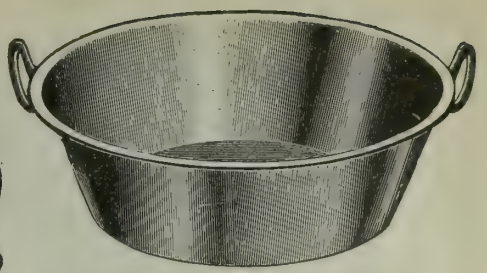
Every piece attractively labelled.
A few bright samples of "Anti-Rust" ware in your window will prove a good advertisement for you



"ANTI-RUST" Wash Boilers. XXXX Stock.
Flat or Pit Copper Bottom. Flat Tinned Iron Bottom.
"Easy-Grip" Handles. Pieced Cover.



"ANTI-RUST" Dairy Pails, XXXX Stock.
Nos. 124 and 126. Extra Heavy Bail and Malleable Ears.



"ANTI-RUST" Dish Pans. XXXX Stock.
Quarts 14, 17, 21. Extra Heavy Malleable Handles.

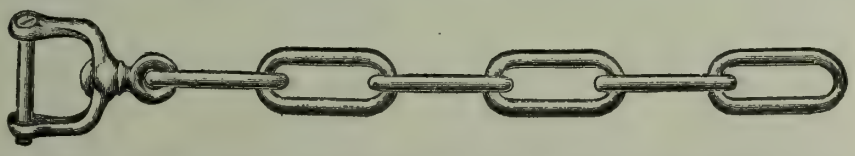
E. T. Wright & Co.

(H. G. Wright)

Hamilton, - - - Canada

Winnipeg distributing agents---
Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents---
Macpherson & Teetzel, Vancouver, B.C.
Toronto agent---
F. B. Wilson, 33 Maitland St., Toronto, Ont.
Eastern representative---
J. W. Moncur, Box 2209, Montreal, Que.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

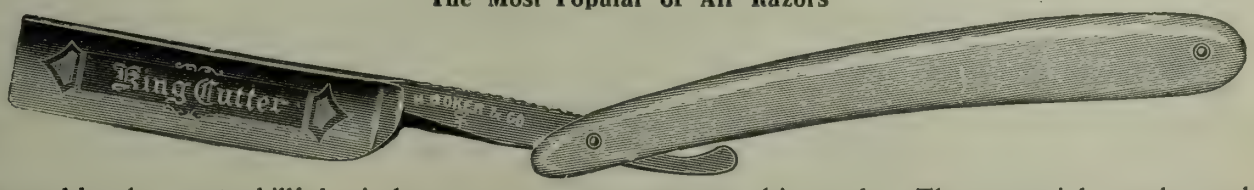
McKINNON CHAIN COMPANY

BUFFALO, N.Y. **ST. CATHARINES, ONT.**

PEER OF THEM ALL

H. Boker & Co.'s "King Cutter" Razor

The Most Popular of All Razors

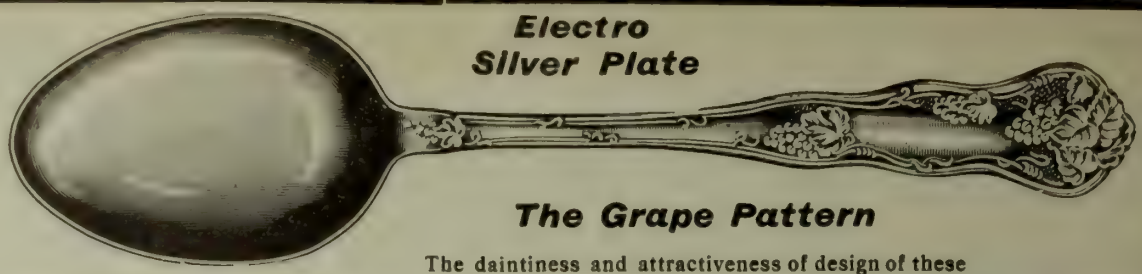


Ground by the most skillful grinders, every one an expert at his trade. The material, workmanship and finish of these Razors are perfect, and every Razor guaranteed to last a lifetime.

WRITE FOR OUR FREE BOOK:

"Some Pointers for Gentlemen Who Shave Themselves"

McGILL CUTLERY CO., Regd., - P. O. Box 366, Montreal



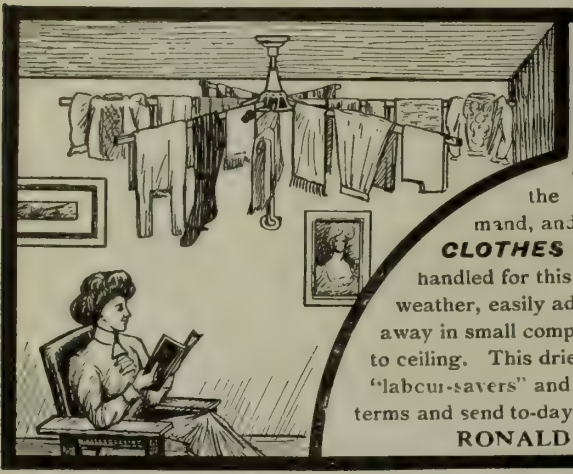
Electro Silver Plate

The Grape Pattern

The daintiness and attractiveness of design of these spoons have made them prime favourites, and they are proving ready sellers. Let us send you our Catalogue of the many artistic lines we manufacture. Every dealer is authorised to make good our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

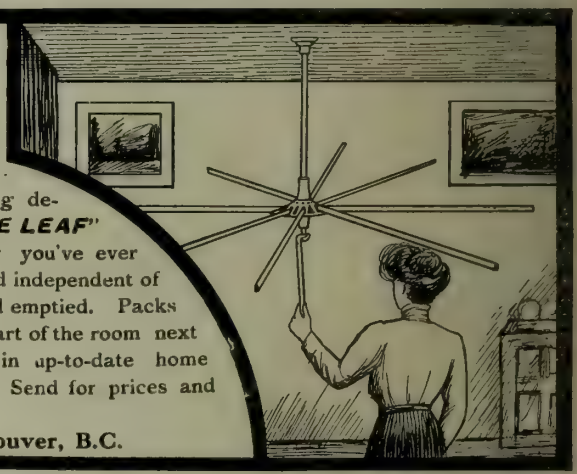
AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



A Boon to the Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the "**MAPLE LEAF**" **CLOTHES DRIER** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.





THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

You Can Handle More Business

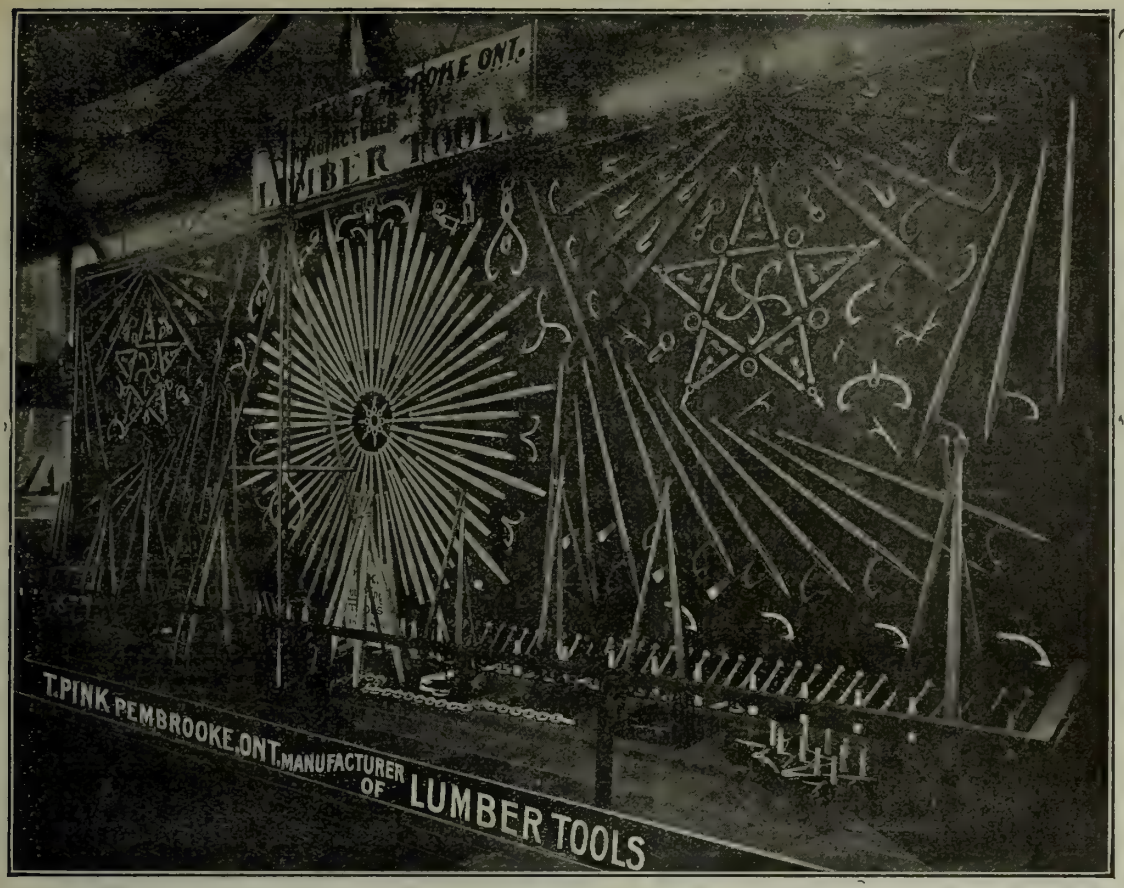
No matter how large your present volume of trade may be, it is likely that you are looking for more. Here's a hint which, if you act on it, will certainly increase your volume of trade and your net profits. Start now to sell the McFarlane & Douglas line of

METAL CEILINGS AND WALLS

This line pays big profits to men who get out and hustle for business. And it is easy to sell—so full of selling points. It appeals to people on the ground of Health, Economy, Beauty and Protection from Fire. Our catalogue will give you an idea of the extensiveness of our range and the beauty of our designs. Write for a copy.

McFarlane & Douglas, Limited, : Ottawa, Can.





Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Trade W B Mark



Trade W&B Mark

The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

THE WHITMAN & BARNES MANUFACTURING CO.

St. Catharines : Ontario

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

The London Foundry Co., Limited

LONDON, CANADA



Christmas Presents

How about stocking a selection from the following high-grade and presentable lines. They are splendid value and very seasonable for the XMAS GIFT TRADE.



Water Filters
Water Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Baking Dishes
Crumb Trays and Scrapers
Tea and Bath Urns
Bathroom Fixtures
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes, Etc.

THE BUFFALO MFG. CO., BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringer takes a woman off her knees



Dana Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

THREE REASONS
Why you should stock

Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

Ask your Jobber or Write Us.

Royal Polishes Company

MONTREAL



"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



Fig. 18

With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary. Always fitted with 1¼ flanges unless other size is specified.

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

MADE IN CANADA

WE WANT to interest you in paper, and especially the brands which we manufacture.

Superfine Linen Record

Earnscliffe Linen Bond

Standard Pure Linen

Empire Linen Bond

Crown Linen

Colonial Bond

ENVELOPES TO MATCH—SAMPLES SENT ON REQUEST

The Rolland Paper Co., Ltd.

MONTREAL, P.Q.

General Offices: MONTREAL, P.Q.

Mills at ST. JEROME, P.Q.



The Monitor Acetylene Generator

Canadian Patent No. 118,217

Are you ready to install this up-to-date lighting plant?

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor." The Carbide Feeding Device operates outside and not within hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars

DEPARTMENT E.

Monitor Manufacturing Company

FREDERICTON, N.B.

Guaranteed Metal Pumps for The Trade

The Famous "Aremacdee" Brand includes every type of hand or motor pumps for force pumping or ordinary use about the farm and house. Each pump carries a guarantee that protects the local dealer.



Careful castings and fittings, properly machined for accurate action, make "Aremacdee" Pumps the kind that help a dealer's local reputation and bring him sales.

Write for Large Catalogue and Trade Terms.

The R. McDOUGALL CO., Limited

GALT, CANADA

IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough 40c.; White Brass 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 2
Tubing iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x6', 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	2 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor rooal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Sooo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	50
Common bar, per 100 lb	1 90	2 15
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 9	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital to 1 steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2 Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 30	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 75
All bright, 52 sheets	3 70	3 75

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 03	⅛ inch	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 28	½ "	4 43
¾ "	4 70	¾ "	6 35
1 "	6 41	1 "	8 66
1¼ "	7 70	1¼ "	10 40
1½ "	10 26	1½ "	13 86
2 "	16 39	2 "	22 14
2½ "	21 52	2½ "	29 7
3 "	27 08	3 "	36 8
3½ "	30 78	3½ "	41 58
4 "		4 "	

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings 70; headers 60; flanged unions 65; malleable cushings, 65; nipples, 75 and 10; malleable, lipped unions 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 20 x 24, $4; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 40 to 55 per cent.
Furnaces 45 per cent.
Registers 70 to 75 per cent.
Hot Water Boilers 50 and 10 per cent.
Hot Water Radiators 50 and 10 per cent
Steam Radiators 5 10 and 2½ per cent
Wall Radiators—50 and 10 p.c
Specials—25 p.c

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 22
Wiping	0 18½	20½

SHEET ZINC.

5-cwt. casks	6 75	7 25
Part casks	7 00	7 50

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 1 0 lb.	$38 00 40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x 0 base	$ 0
I X, 14x20 base	7 25
I X X, 14x 0 base	8 50

Raven and Vulture Grades—

I C, 1 x20 base	5 00
I X, 14x 0 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I , 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—

I C, 14x 0 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—

I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

XX, 14x56, 50 sheet bxs	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 1 $3.80; No 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other length 20c per 10 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE

No 7 wire solid line, No 17. $4 90; No 18, $3; No 19, $2.70; 6 wire solid line, No 17 $4 45; No 18, $3 10; No 19. $2 80 All prices per 100 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

BOILER MAKERS' WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No 17. $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.3 ; No 23, $7.6 ; No. 24, $8; No. 25, $9; No 26 $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30. $14; No. 31. $14; No. 32, $15; No. 33. $16; No. 34, $17. Extras net. Tinned wire. Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb hanks, 25c; in ½-lb hanks, 38c; in ¼-lb hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs., Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5?c. extra; No. 16 gauge, 70c. extra. Add60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 0
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" brand	1 50
Moore's pure linseed oil, B.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure, base	1 90
Senour's Floor Paints, base	1 50
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 45
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 18½	
Benzine, per gal single bbls	0 16½	
Turpentine, single barrels	0 99	1 05
Linseed Oil, " raw	1 8	1 10
" " boiled	1 11	1 13
Rosin, "G" grade, bbl lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 30
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co.'s sun varnish	2 25
"Kyanize" Interior Finish	2 00
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 5

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble.

Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

A Free Sample will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. · HALIFAX, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 7
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cy loue, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 10 lbs.	2 50
Tarred wool roofing f lt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 1 0 lbs	0 65
Heavy Fibre 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
300 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " "	0 09

Car lots, 1c. less; 5-ton lots, 1c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought Brass, 45 p.c. off revised list.
Cast Iron Loose Pin, 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 per cent
Crescent brands, 70 per cent.

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton. London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal. 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

	inch, in 10 foot lenghts			3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 , doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths				2 90
10	"	"	"	3 15
12	"	"	"	3 68
15	"	"	"	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream ca s and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails 50 per cent.
Flaring Pattern, 50 per cent,
Galvanized washtubs, 45 per cent.

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35	
Ladies claw, handled, doz	0 60	
Adze eye nail hammer, 10 oz., doz	1 25	
" hickory handle, 1 lb., doz.	6 25	
" straight claw, 1 lb., doz	7 00	
Farriers hammers 10 oz., doz	5 60	
Tinners setting ½ lb., doz	4 50	
Machinists ½ lb. doz	3 00	
Sledge, Canadian, 5 lbs. and over	0 06	
Sledge, Masons, 5 lbs. and over	0 08	
Sledge, Napping, up to 2 lbs.	0 09	

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent
Lawn rakes, net

HALTERS

Jute Rope, ¼ inch		per gross		9 00
" " ⅜	"	"		10 00
" " ½	"	"		13 00
Leather, 1-inch		per doz.		4 00
Leather, 1¼	"	"		5 00
Web				3 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net		7 25
" " 5-in.	"		7 00
" " 6-in.,	"		6 75
" " 8-in.,			6 50
" " 10-in. and larger			6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9 50; No. 50, $17.58; No. 51, $7.7 ; No. 120, $16.10.
Screen door sets—No. 2250, $14 95; No. 2260, $19.56; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6.000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—
⅜ x 5 per gross 2 25
5-16 x 5 " 3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 25	2 00
Kitchen hooks, bright		0 60
Toasters 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 3 Plain Cold Blast, per doz.	6 75
Lift Tubular and Hinge Plain "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knive 12 in., $5.10, 9 in. wheel, 3 knives, 12 in $6.75; 9 in. wheel, 5 knives, 12 in., $7.75 10½ in. wheel, 4 knives, 12 in., $8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, $10.00. 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 5 knives, 12 in. $5 10, do., 4 knives, $6 25; 9 in. wheel, 3 knives, 12 in. sizes, $6 75; do., 4 knives, $7 25; 10½ in. wheel, 5 knives, 12 in sizes $8.50; ball bearing do., $10; do., 5 knives, $10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $5 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospecto s hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2¼—2½ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33¼ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

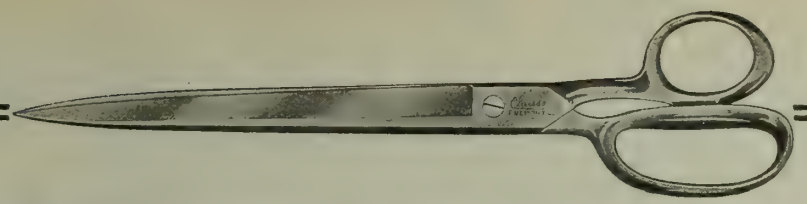
Plumbers per 100 lb. 4 50

OILERS

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10 fancy, 40 and 5
Huttons "Cross Arrow" flatware, 42½, "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - - 169 Spadina Avenue, Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring pail buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60 net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09¼
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 09½
Sisal bed cord 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 31
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 5 to 30 lbs	1 65

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors' or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 .0
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 12
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No 1822 66 ft. ea.	1 15
" Metallic No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cen

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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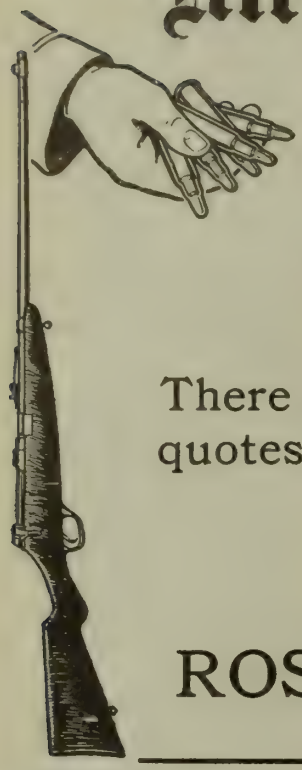
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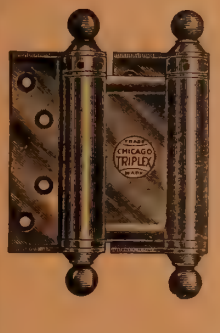


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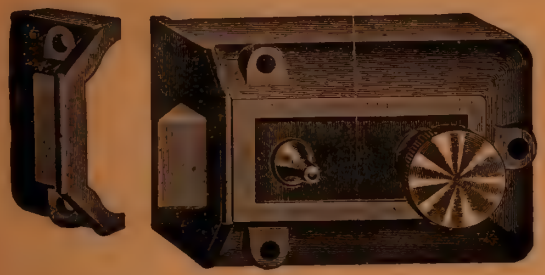
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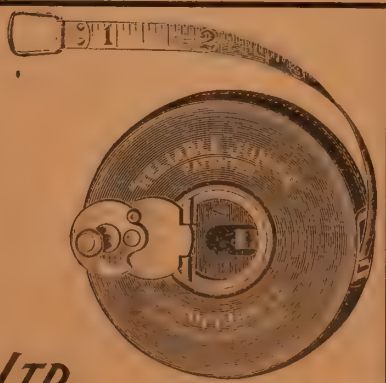
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Approved models,
Biggest values
Popular prices

Hammocks

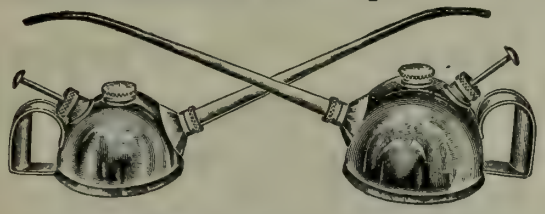
Every sample new
Rich colorings
Exclusive designs

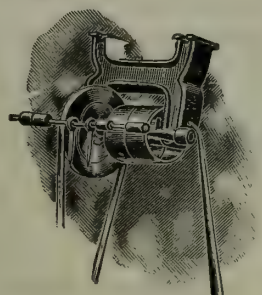
REACH and VICTOR Baseball Goods **1911** **Victor Exclusive Hammocks**

The Fancy Goods Co. of Canada, Limited

156 Front Street West, Toronto

Howland's Pump Oilers





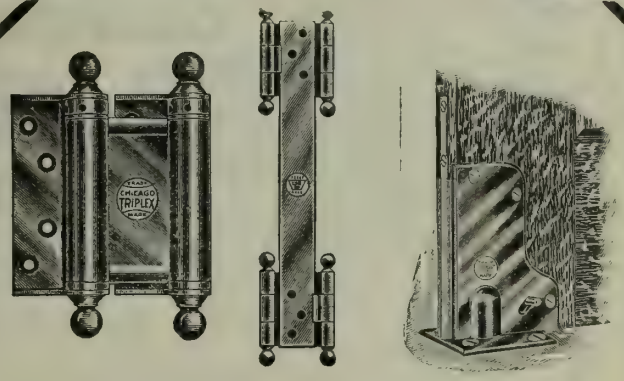
For sale by all Jobbers in Canada



A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

Send for Catalogue M 26





No. 60—Pocket



No. 15



No. 65



No. 35



No. 44

CHRISTMAS GIFTS
for Men and Boys
"YANKEE" TOOLS

make sensible and very acceptable gifts for anyone who ever uses tools of any kind. They make a happy change from the neck-tie and suspender habit. They last for years, and the giver is remembered every time they are used.

We are advertising them as Christmas Gifts in the "Saturday Evening Post," "Popular Mechanics," "American Carpenter and Builder," "Electrician and Mechanic," and other magazines of this class, directing readers to you for the tools. This is sure to create a larger demand. Stock them now and be ready to hand them out when the trade comes. Get your jobber onto the job. The Nos. 60, 15, 100, 65, 44 and 35 make especialiy good sellers. Display them in your window as new ideas for Christmas and you will be sure to increase your holiday trade.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

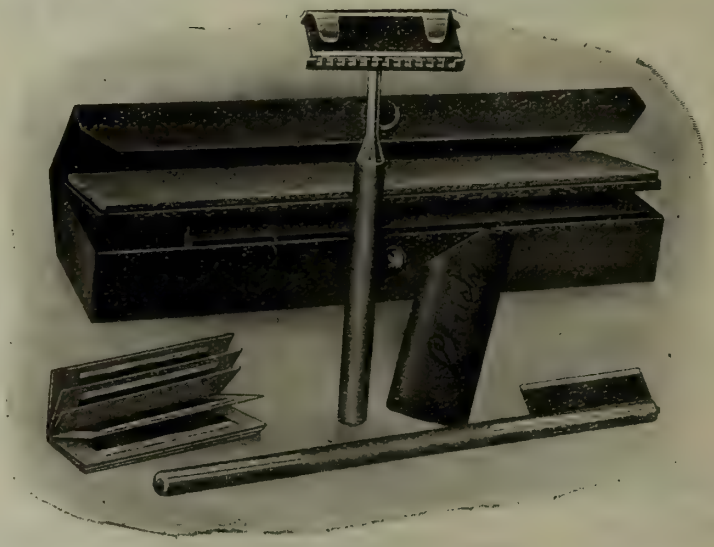
240

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a
Good Profit
For the
Hardwaremen

Write for Terms to the Sole Manufacturers



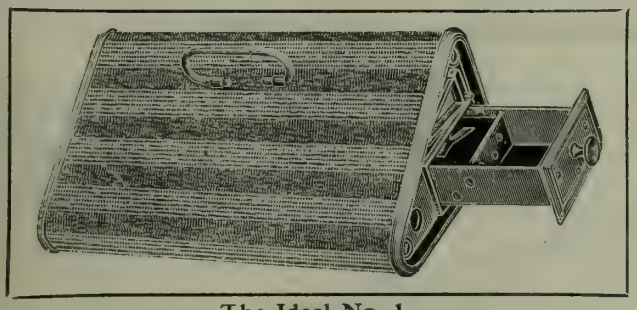
The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

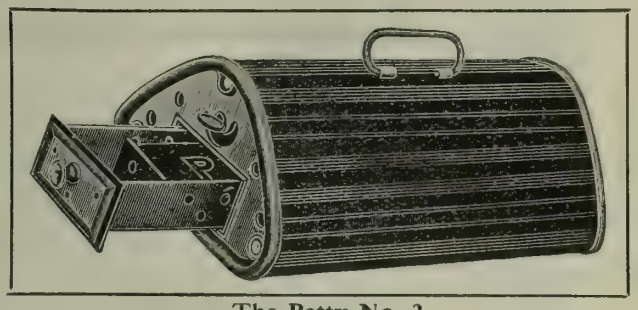
RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

IDEAL Carriage Heaters



The Ideal No. 1



The Petty No. 2

Did it ever occur to you why you never see an advertisement for Nails, Bar Iron, and such like? The reasons are many:

In the first place, every buyer knows that an up-to-date hardware store cannot be run successfully without such staples; another good reason is that if an advertisement costs anything it would be hard to get this cost out of such unprofitable goods, and, if a hardware dealer depended on such lines to pay his expenses, there would be more failures than there are to-day.

Successful merchants are always looking for something that will satisfy their customers and also pay them well for handling them.

Did you ever try to sell a **Carriage Heater?** If not, send us a sample order, and you will then see how easy it is, and the person who buys it will wonder why they ever did without it, as it certainly fills a long-felt want.



Petty Coal is manufactured from best material all through, burns to a clear white ash, no waste or incombustible matter remains, it will not go out when most needed, it burns without smoke, odor or flame.

Ideal Heaters and Petty Coal Are Absolutely Guaranteed.

LEWIS BROS., Limited

Montreal

OTTAWA, TORONTO, VANCOUVER

Christmas Goods

If you are looking for large profits during the Holiday season, place a sample order now with us, for an assortment of fine table cutlery made by the well-known makers, namely:

HARRISON BROS. & HOWSON
JONATHAN CROOKES, JOSEPH RODGERS

Fish Game Carvers

Fancy Jack Knives

Dessert and Table Cutlery

Manicure Sets

Ladies' Companions

Fruit Knives and Forks



CUTLERY CASES

Insist on selling the best makes.

The public want no other kind during the holiday season.

We have a very large stock of Cutlery for the holiday trade and are in a position to quote attractive prices and make prompt delivery.

WRITE FOR PRICES.

We Ship Promptly — Ask our Travellers to show you samples. — We Ship Promptly

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F.&W.

The "SILVER" of to-day

FOR ALL HOMES OF REFINEMENT
WIDELY ADVERTISED

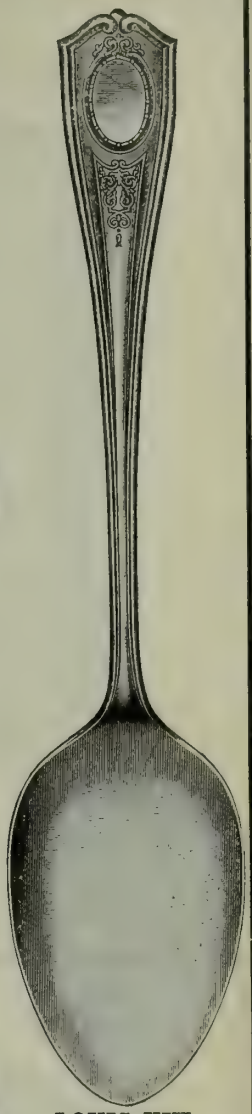
EASY TO SELL

PLATED HEAVIER THAN TRIPLE
YET COSTS
LITTLE MORE

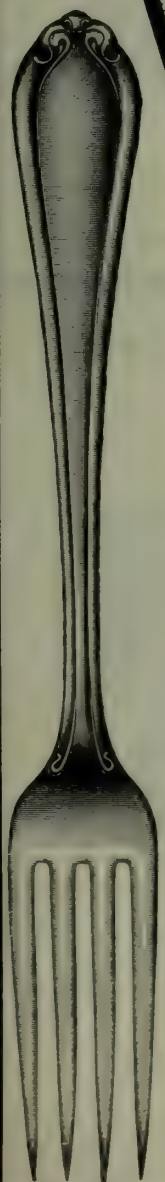




FLOWER DE LUCE PATTERN



LOUIS XVI PATTERN



CLASSIC

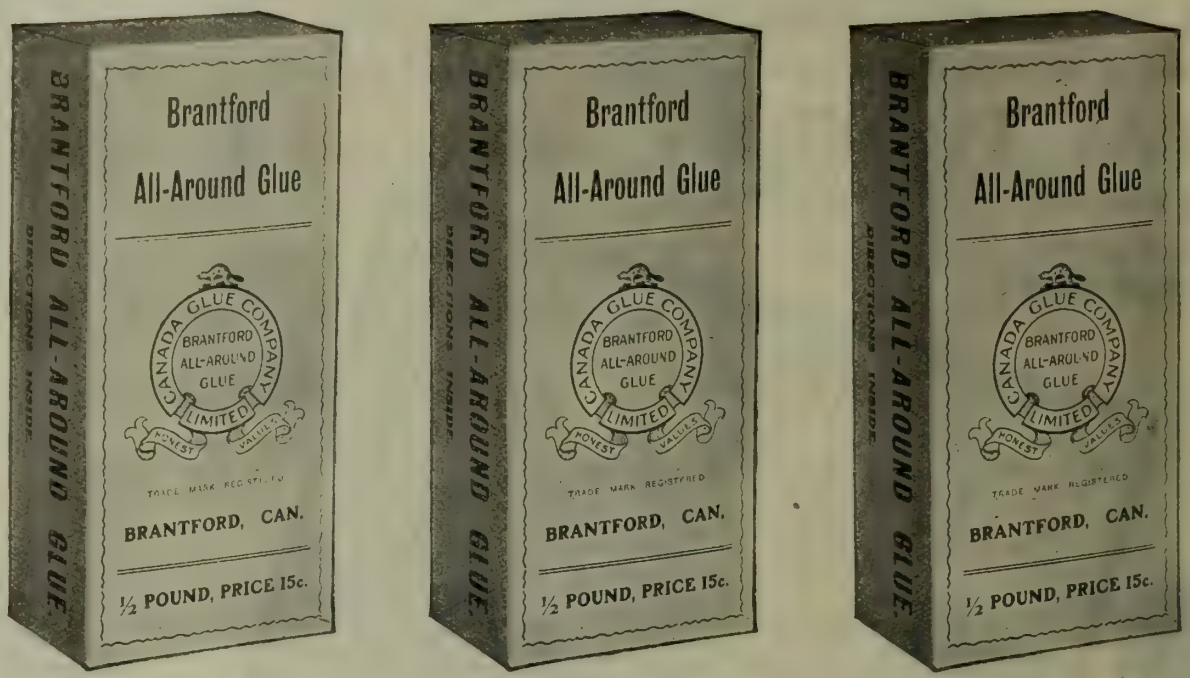
AVALON PATTERN

FINE ADVERTISING ELECTROS,
FREE TO DEALERS FOR
ATTRACTIVE NEWSPAPER "ADS"

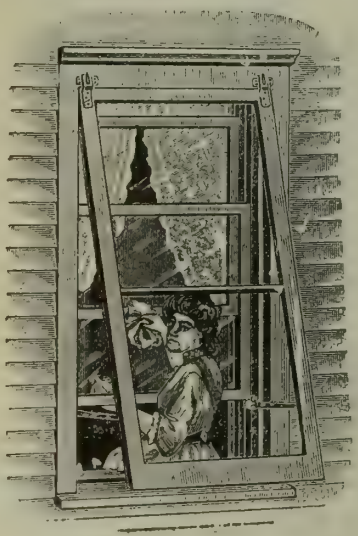
WHOLESALE DISTRIBUTORS.

Caverhill Learmont & Co.

MONTREAL and WINNIPEG



The Peerless Hangers and Fasteners for Storm Sashes

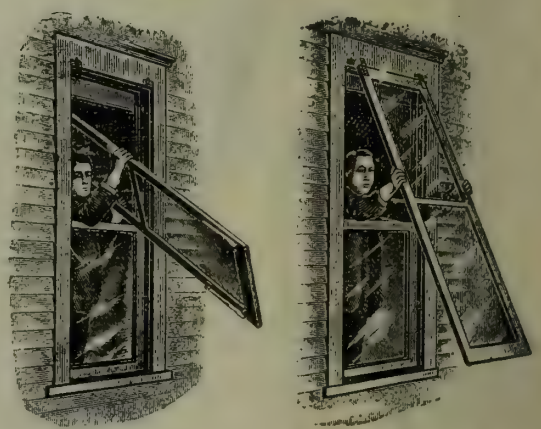


The winter is coming on and everybody is thinking about their storm windows. Why not try the Peerless?

Save half your fuel bill

Take off storm windows in spring and immediately put on your screens on the same hangers.

No Tools or Ladders Required



Windows can be hung from inside. Can be washed with perfect ease.



Also BUTTS, HINGES and BUILDERS' HARDWARE

COWAN & BRITTON : GANANOQUE, ONT.

"Samson" Ready Roofing



is invaluable right now when the heavy weather is near. The merchant who explains to his customer the strong weather turning power of a "Samson" roof and points out that it

Protects Property

will find it easy to make a sale. There are a number in your town whose building needs a Samson roof now and would have one if you explain just how simple it is to put on, how it sheds the snow and rain like an oiled sheet. Try it.

We have a large stock of one, two and three ply and can make prompt shipment.

ORDER NOW

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Presentable Lines for the Holiday Trade



The "Royal" Nickel Silver Tea and Coffee Pots

All Spun. No Seams. White Metal Spouts. Ebony Handles.

Quadruple Silver Lined.

Good enough for any service.

In 4 Sizes, 1, 2, 3 and 4 Pints:





"Carpathian" Nickel Silver Trays

Round, Oval and Oblong Patterns. Assorted Designs.

In all sizes from 12 to 18 inches.

We have also in stock Nickel Plated Bread Trays, Crumb Brushes and Trays, and many other styles and patterns of Silver Lined Tea and Coffee Pots.

Write for Prices.

All enquiries will receive our prompt attention.



The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

DISSTON
No. 5 HANDY SAW CLAMP



This No. 5 Handy Saw Clamp has been designed with the view of making it light, strong, durable and so compact that it will take up the least possible space in a tool-chest.

The material is grey iron. The arches are re-inforced to give requisite strength where needed.

The eccentric lever for tightening permits of quick and positive action.

There being three points of pressure on the jaw, proper contact with the blade is obtained along the entire length of the jaws, which insures the holding of the saw-blade firmly and rigidly in position.

Fastened to bench by screws
Length over all, 14¾ inches
Filing length of jaw, 13 inches
Weight of clamp, 3¾ lbs.

We also make the No. 6 Handy Saw Clamp, which is of the same pattern, with the addition of screw-lugs for fastening to the bench. These lugs fold snugly to body of clamp, thus taking up small space in tool-chest.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PA.

Canadian Works:
FRASER AVENUE,
TORONTO, - CANADA

No. 232





No. 231

VERY HANDY

These little pocket tools are very ready sellers and surely will prove attractive to your customers. They are handsomely finished in nickel plate and are very serviceable.

No. 231—Has three oil tempered tool-steel blades and a reamer contained in the hollow handle.

No. 232—On this style the single blade is somewhat larger and telescopes into the handle.

Our 272-page catalogue is free to dealers.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



WE ARE PROUD of our spread in

COMMUNITY SILVER

Through the merit and variety of our patterns the dealer is certain of satisfying his most particular customers. The quality in every pattern is the same—more than triple plate.

ONEIDA COMMUNITY, LTD., ~ ~ ONEIDA, N.Y.

Sell these "Nine Lives" FLASHLIGHTS

Great Sellers for Your Xmas Trade



An entirely new line paying the dealer handsome profits and giving the customer perfect satisfaction.

The most brilliant light; incandescent bulbs that last twice as long as any other make; the most perfect batteries ever achieved; elegantly finished with nickel trimmings.



And you make extra profits selling Renewal Batteries at 35c. each.



You will sell more dry batteries for electric bells, etc., than you ever sold before when you begin to specialize on our famous

"XCELL" Dry Batteries

These are the batteries with "NINE LIVES." They give better service and satisfaction than any other batteries in the world.

A trial order—just a small one—will convince you that this is a line worth pushing hard.

Write us for Price Lists.

Canadian Carbon Company, Limited

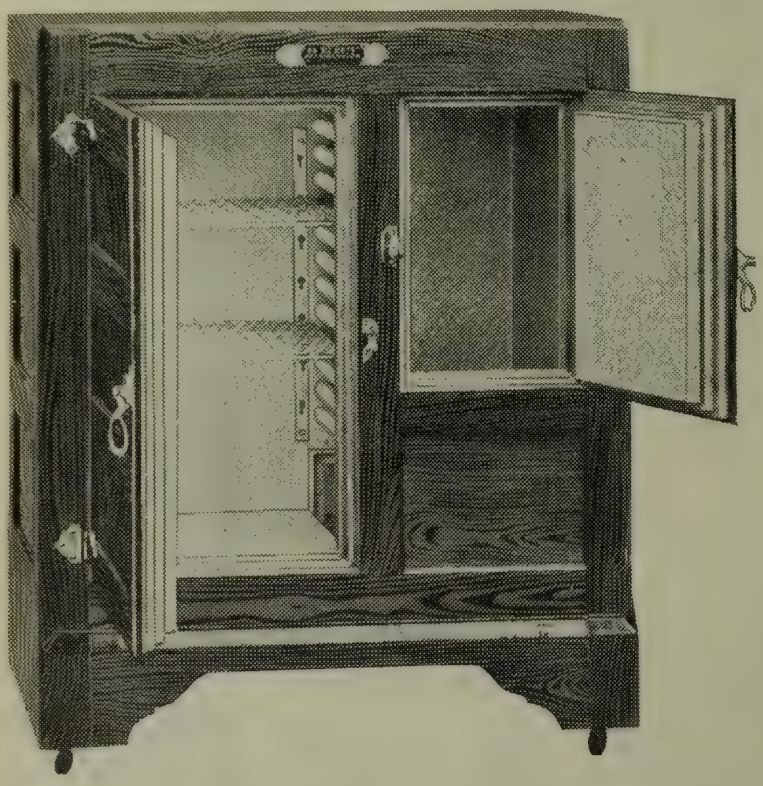
12-14-16 Shuter Street **Toronto, Ontario**

"Nine Lives"

The "Barnet" Refrigerator

All dealers who are interested in a high-class refrigerator should look into the merits of the "Barnet." A "Barnet" Refrigerator will stand a test which we believe no other made will stand, and is fully guaranteed by the makers to give perfect satisfaction, and do all we claim for it.

The "Barnet" is of the syphon system, and the very perfect circulation and ventilation of cold, dry air, puts it in a class by itself. We believe no other refrigerator made will stand such a test as a "Barnet" may be put to. It is always Dry, Pure and Sweet. No odor or taint. Read what Dr. Bruce Smith, of Toronto, Inspector of Hospitals for Ontario, has to say about it:



The Report of Experts

ON THE

"BARNET" REFRIGERATOR

INSPECTOR OF HOSPITALS AND CHARITIES,
PARLIAMENT BUILDINGS, TORONTO.

Having for some time been impressed with the great desirability of having a refrigerator, which, on account of proper ventilation and at the same time economical in the use of ice, I might be able to commend, I willingly consented to act with Mr. S. A. Armstrong, Assistant Provincial Secretary of Ontario, for the purpose of judging the merits of the "Barnet" Refrigerator.

We were first shown the empty refrigerators at the National Exhibition, Toronto, and allowed to designate any of our selection for the test. One was chosen and, after having been supplied with ice, the compartments were well filled with a quantity of food supplies, including milk (not pasteurized), fish, meat, onions, butter, cheese, apples, tomatoes, celery, oranges, lemons, bananas, matches and salt. The refrigerator was then locked and sealed, so that no one could open the door. The seal was broken 96 hours afterwards and the contents were found in a surprising condition. The milk was as sweet as when purchased from the vendor four days before and entirely free from any taint. The onions and other vegetables and fruit had not imparted the slightest odor to anything. The salt and matches were as dry as when placed in the refrigerator.

A more rigid test of ventilation could not be asked for, and the conditions in which the food supplies were found quite justify the statement that the "Barnet" Refrigerator is constructed on a hygienic system peculiarly its own.

R. W. BRUCE SMITH.

I desire to corroborate the above statement, having been present and noted the conditions mentioned.

S. A. ARMSTRONG.

We have many other reports similar to this, and all by very responsible parties.

The "Barnet" Refrigerator is beautifully finished in Birch, Ash or Oak. Lining of Snow White Baked Enamel, always clean and sanitary. Write us for catalogue and prices. We make any special size to order, also Cold Storages, any size.

The Barnet Manufacturing Company, Limited

RENFREW - ONTARIO







5000 REVOLUTIONS PER MINUTE

ON HEAVY WOODWORKING MACHINES

It requires the very best kind of Antifriction metal to withstand such speed any length of time. "Genuine" Babbitt won't do it, and no other metal can touch Magnolia for such severe service, as well as its special adaptability for the heaviest pressures, such as Rolling Mills, Rock Crushers, etc.

Chicago, Ill., April 8th, 1910.

Gent'emen—Enclosed find 40 cents for which please send me one of your Engineer Pocket Books. I have used Magnolia for nine years on heavy duty high speed machinery, running 3,000 to 5,000 revolutions per minute. Some of these machines have run for four years. Respectfully yours,

FRANK BERANEK, 1900 Fisk Street.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOCKS

Containing 680 pages treating on over 2000 Mechanical and Engineering subjects brought up to date. We offer this valuable reference work at the very low price of 40 cents postage prepaid.

Let us know if you want copy.

Address Montreal Office.

If your Dealer does not keep Magnolia and will not order, we shall be pleased to supply your requirements.

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal.

New York - - - Chicago

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

"No. 816"

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY **HOHLFELD**
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

Monarch
MALLEABLE
The "Stay Satisfactory" Range

A Perfect Range Would Be Built With Malleable Iron

By using Malleable Iron in preference to cast iron in building MONARCH Ranges, we have obtained two advantages. First:—The toughness of the metal permits a construction that gives a better service to the user. Second:—The same feature prevents breakage in shipping and in use. Malleable iron is unbreakable and can be worked cold under the hammer—that's how we can make such a firm construction.

The Malleable Iron frames on the MONARCH are jointed to the steel body with rivets or malleable lugs. This connection is solid and permanent. If we used cast iron it would be necessary to make the joints with stove bolts and caulk them with stove putty, which at best makes only a temporary connection. With the constant expansion and contraction of the iron, the stove putty loosens and falls out, thereby creating air leaks into the flues, which lessens the efficiency of the range.

The MONARCH oven is held in L-shaped Malleable Iron frames. With this riveted construction the joints of the oven to the steel body are practically air-tight and so rigid that they cannot open up, even after years of service. It is impossible for "air leaks" through joints like these.

The top frame being of Malleable Iron, is drawn down into the top of the steel body under pressure and riveted into place. There is no stove putty used in this joint—it is tight without it.

By making the plates and covers of Malleable Iron they will not crack or break, even when made of less thickness than those of cast iron. Nor will they warp with even three times the service that would ordinarily ruin cast iron.

All doors and door frames are of Malleable Iron. We use Malleable Iron in the MONARCH Range only where it will increase its actual value to the dealer and to the user of the Range.

How We Are Specialists

Instead of making all varieties of cook stoves, cast and steel ranges of different patterns, heating stoves and furnaces, our entire organization and equipment is employed wholly in making MONARCH Malleable Ranges.

There is but one quality, and as the operations in making all sizes of MONARCH Ranges are identical, every workman becomes an expert in the line of work he performs. By this specializing we can give you the MONARCH Range at practically the same price that you pay for a cast iron range that might be classed as a first-quality-article in its line.

A proper retail price can be maintained on MONARCH Ranges, for our specializing is to your advantage when you show how the range is made and why Malleable Iron is used.

"Our Plan"

We offer you an assistance in selling MONARCH Ranges by working directly with your customers. Not by simply mailing a few disconnected circular letters to a promiscuous list, but by a good application of salesmanship on parties who have given some indications of being in the market for a range, thus making sales you otherwise would not get. We originated this plan of assistance several years ago. It has been copied by other manufacturers, but never successfully, for it can apply only to MONARCH Ranges—a line of one quality throughout—from which our selling arguments are taken.

We have plenty of evidence to support every claim set forth here and we ask any dealer who will concede that there is a possibility for his trade in ranges to be improved, to write us for our catalogue, prices and full information regarding "OUR PLAN" of assistance.
MONARCH Ranges are now delivered from warehouse stock at Winnipeg with prices quoted F.O.B. that point.

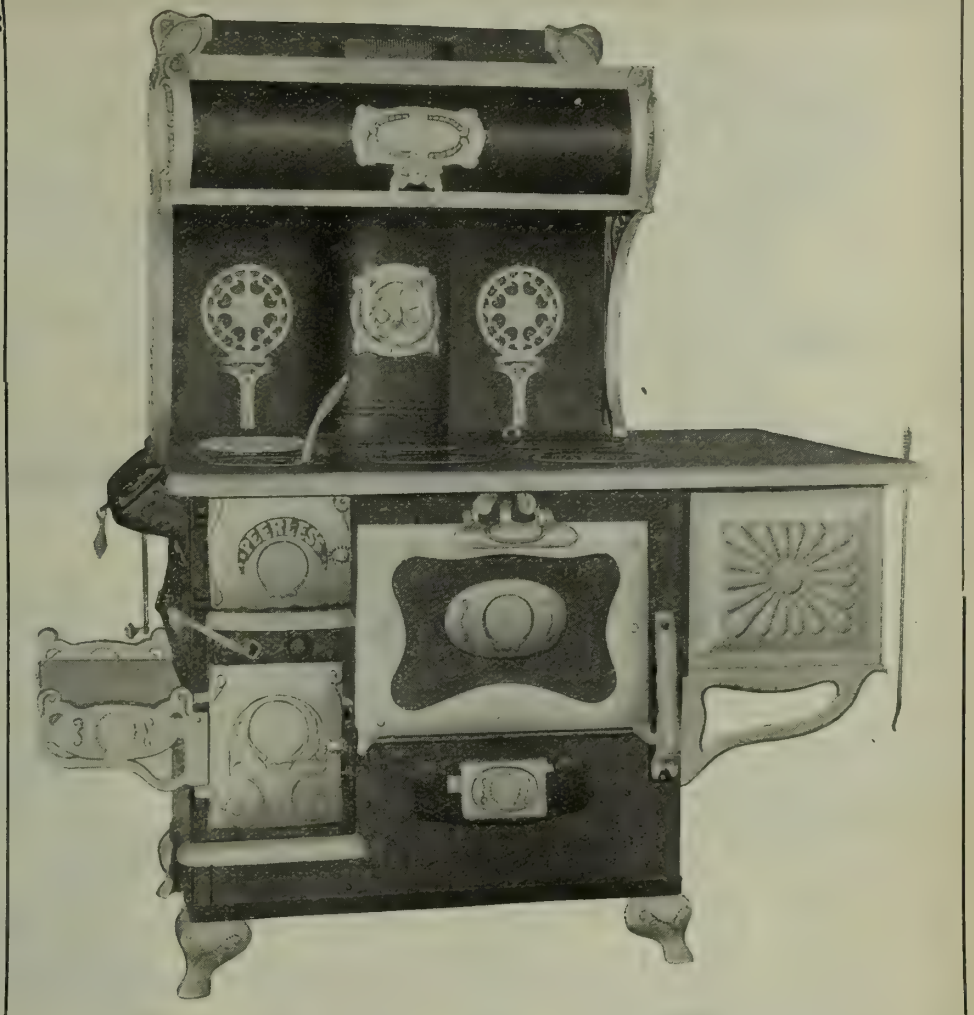
MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

This is For You, Mr. Wide-awake Dealer!

Are you handling a line of Stoves that is bringing you returns?

If not, just get busy and sell



THE "PEERLESS"

BURNISHED STEEL RANGE

The "Peerless" is a model cooking and fuel-saving range—points that will strongly appeal to the housewife. It is built of high-grade steel and iron castings, and trimmed with our own new process of nickel, giving it a beautiful and brilliant finish. You save your customers half their coal bills when you recommend and sell them the "Peerless" Range fitted with our Hot Blast Fire Box. Increase your sales by handling this line.

Write us for particulars.

The Charles Fawcett Manufacturing Co., Ltd.

SACKVILLE, N.B.

IF YOU DO NOT WANT A LARGE HEATER YOU WILL WANT THE

"ÆSTHETIC"

¶ In many cases the regular size Base Burners will be found too large to heat the house. Under such circumstances you can safely rely on the "Æsthetic." The pot holes are directly over the fire, and they will accommodate two pots or one wash boiler. It has a large ash pan with hearth plate that drops out of the way. The oven does perfect work, has swing doors.



"ÆSTHETIC"

An ideal stove for small families. Burns coal or wood equally well.

McClary's

London Toronto Vancouver Montreal Hamilton
St. John Calgary Saskatoon Winnipeg

SPECIALIZE

Why not sell the range that will bring you better returns and give better satisfaction to your customers?

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges



have met with approval on every side--THEY HAVE MADE GOOD--because they have met the needs and requirements of both city and country buyers. The body of the Monarch is made of heavy gauge planished steel. interlined with asbestos and steel, thus forming a three-ply wall--the most lasting construction known. The oven, large and roomy, is made in same manner as the body, making it the ideal baking oven to be found in any range in Canada. The fire box is well proportioned, extra durable linings, and grate bars so installed that they can be removed and replaced without trouble.

It will pay you to look into this proposition.

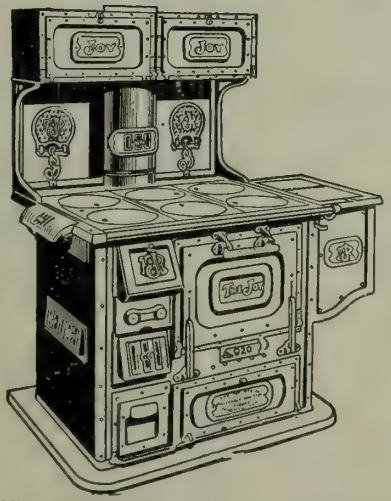
Write for Catalog and Discounts

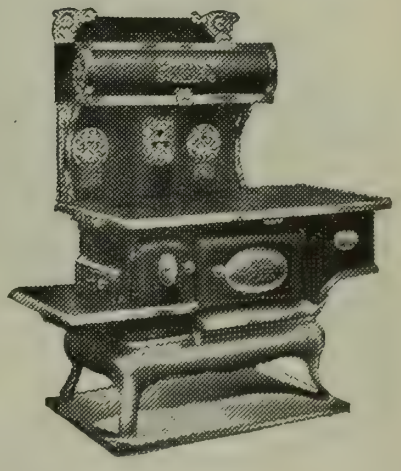
Butterworth Foundry
Limited
Ottawa, Canada

ARE YOU HANDLING **Our Three Leaders?**

The Empire Queen
The Empire Steel
The Joy Malleable







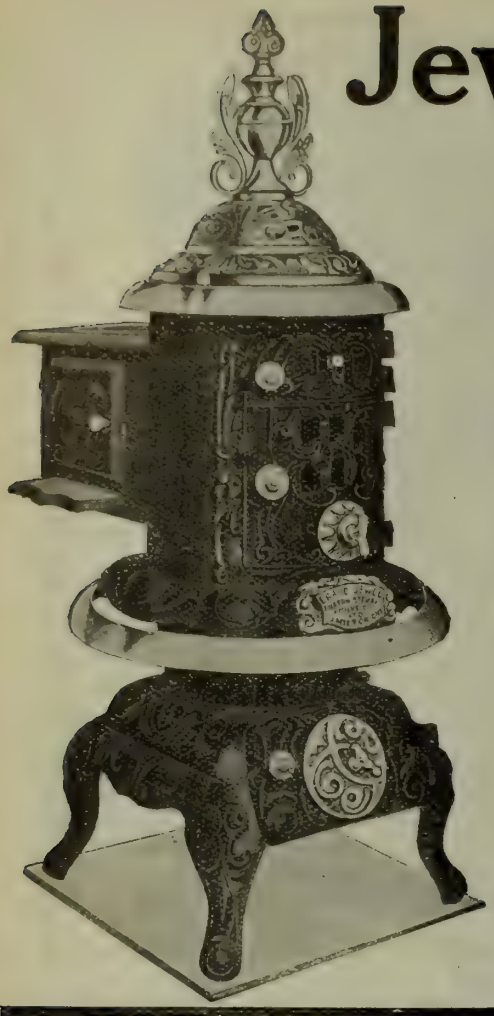
The Empire Queen is the leading cast range, and is guaranteed. It has every up-to-date convenience—thermometer, coal grates on slide, handsome nickel dress and plain smooth castings.

The Empire Steel is a range that is built to wear, and comes in a handsome nickel dress. It has a perfect fire box, two flues, a large boiler door, as well as a quick heating and interchangeable reservoir.

The Joy Malleable is a range that will not warp, crack or break. It is manufactured in four different sizes and is the most perfectly constructed range made in Canada. It embodies all modern improvements and features.

The Canadian Heating and Ventilating Co., Limited
OWEN SOUND, ONTARIO

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man. M. C. Drew & Son, Vancouver, B.C.



Jewel Stoves and Ranges



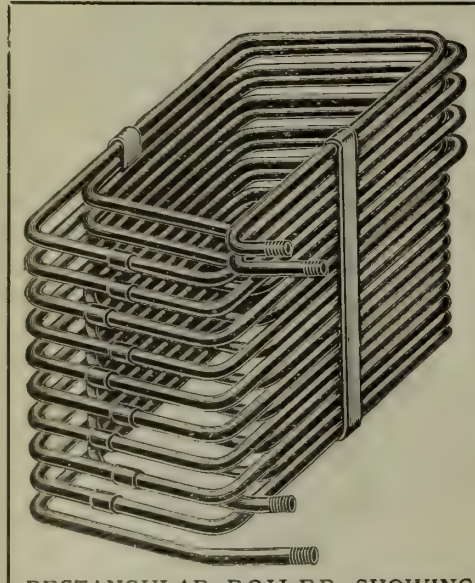
Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

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RECTANGULAR BOILER, SHOWING TWO CIRCULATIONS.

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Write for our High Pressure List—giving prices and particulars of furnaces, coils, fittings, tools, etc., and everything required for high pressure work.

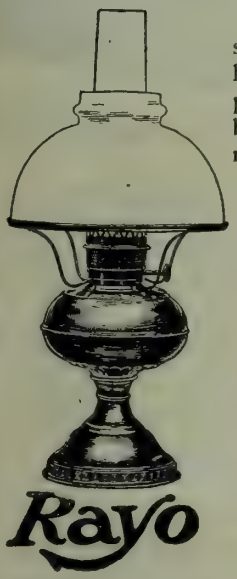
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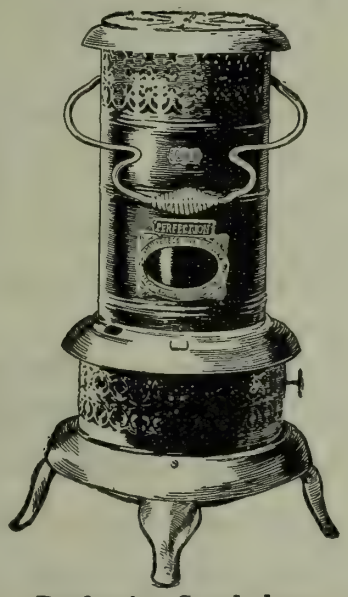
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

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The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

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New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

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Will not turn brittle in zero weather. It can be laid during coldest days without fear of cracking the roofing. This is only one of the many reasons why you should recommend Brantford Roofing to those desiring a high-grade article. Other reasons given in our Big Roofing Book. Send for a copy. Also ask for samples of Brantford Asphalt, Rubber and Crystal and prices. There's a good margin of profit for you in each roll.

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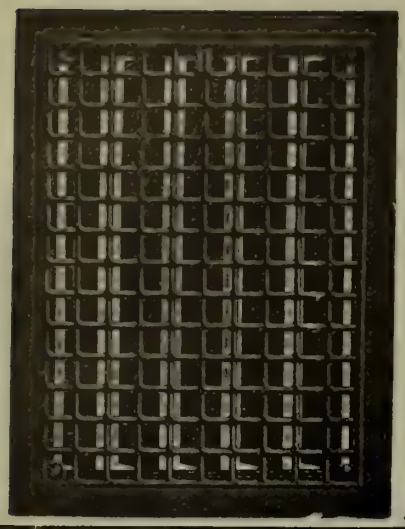
The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

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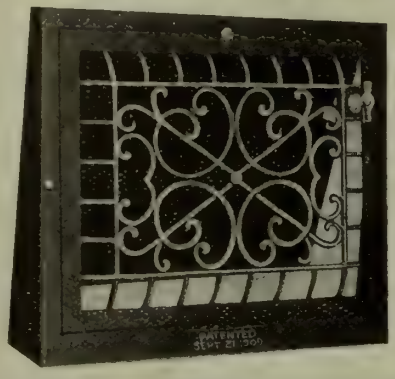
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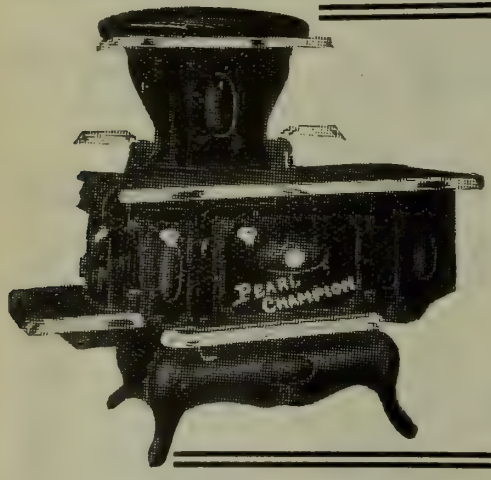
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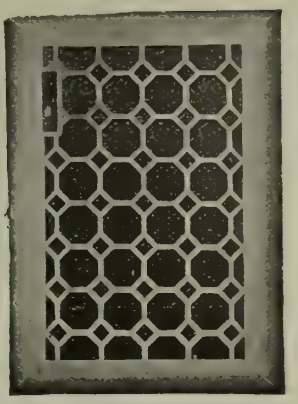
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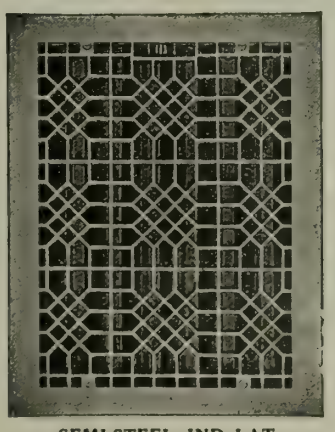
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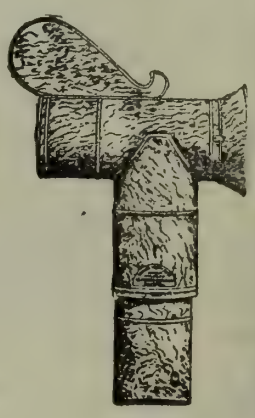
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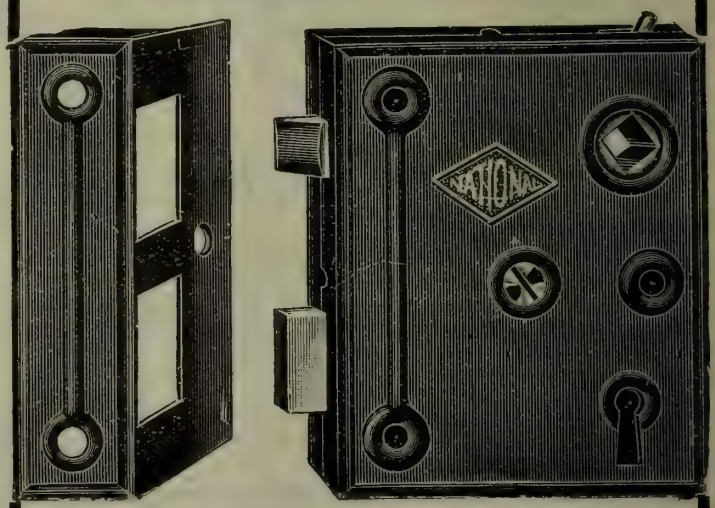
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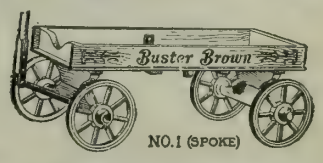
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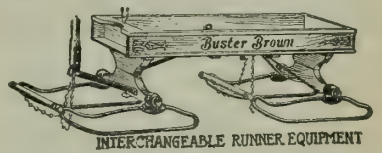
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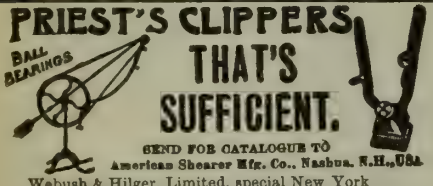
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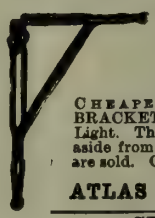
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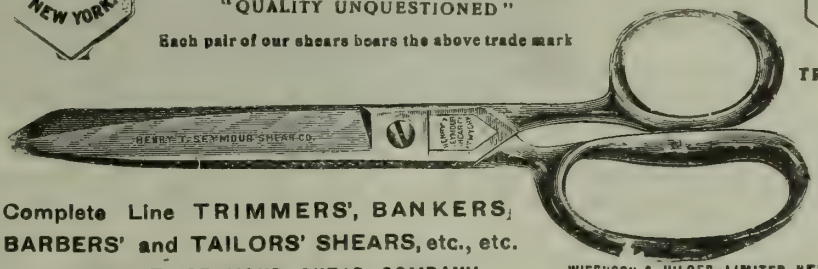
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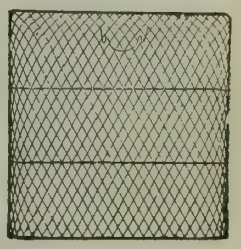
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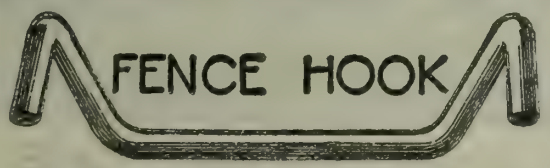
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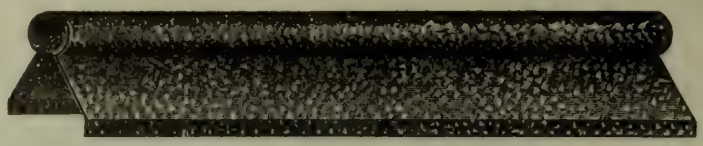
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Ridging No. 872 is a Good Seller.
It's Galvanized Steel at a "Wood-Price."

An energetic hardware dealer can sell a good many lengths of Ridging No. 872 in a season. Very few will choose to erect an ordinary wood ridge when the advantages of No. 872 are explained to them. For one thing it is much more ornamental than wood. And because it is made of galvanized steel, it is also several times as durable as wood. No. 872 is easy to erect. It is made on special machinery, in ten-foot lengths, and is absolutely straight. The lengths fit together accurately. No wood filler is required. And you can sell No. 872 at practically the same price as an ordinary wood ridge. How many lengths are you going to sell during the remainder of the year? There's a good margin of profit for you in each sale you make.

Metal Shingle & Siding Co., Limited

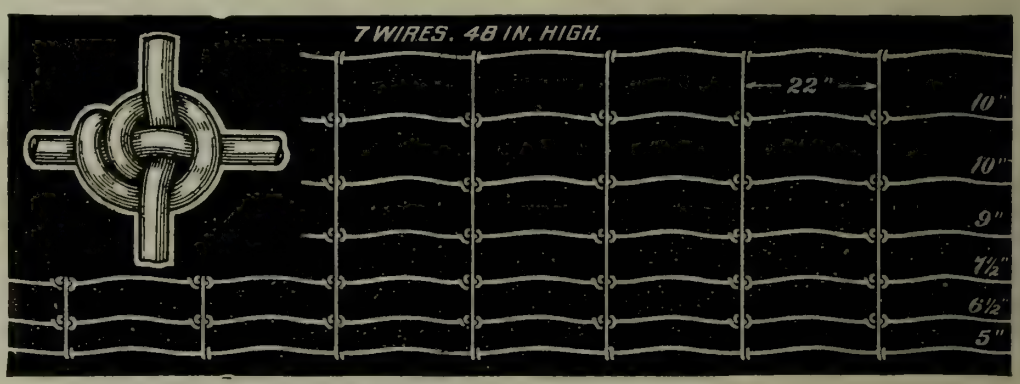
Branch Office and Factory, Montreal, P.Q. - PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher: Quebec, J. A. Bernard: Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

THIS is "Dominion Special"

"The Landmark of the Future"





The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

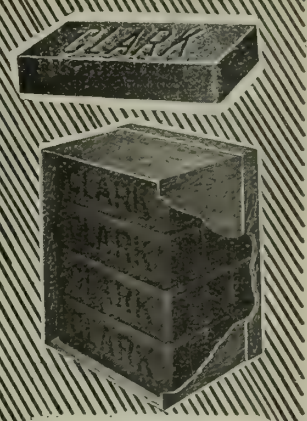
The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL

Products That Sell In The Winter



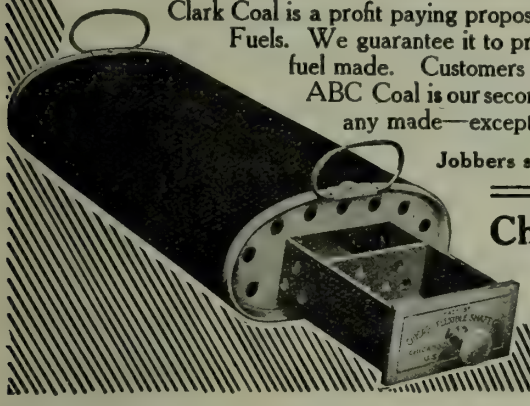
Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Liberal Advertising all the time makes Clark Products the Dealers' Line

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1910-1911 Catalog.

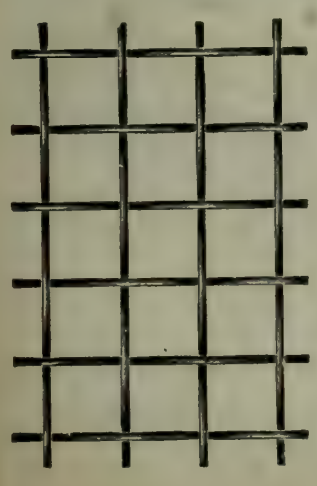


Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago

Careful Buying

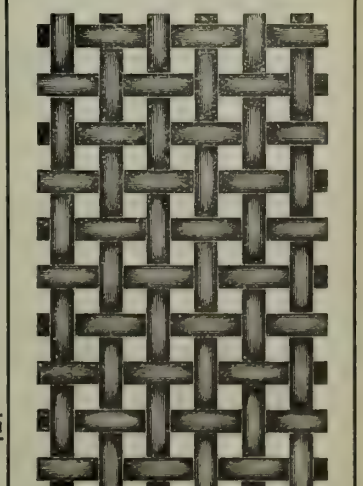
of the various grades of WIRE CLOTH you handle will have a big say in its successful disposal. And when we say that **our** Wire Cloth will meet every requirement of your trade, we speak with confidence. Why? Because great care is taken during the drawing to produce a smoothly finished wire of uniform size, and to preserve the full original strength of the material. We are prepared to make special meshes for special requirements. We make



STEEL, BRASS, COPPER and BRONZE

WIRE CLOTH

for every known purpose, and guarantee its quality. Our catalogue fully describes the many grades we manufacture.



The B. Greening Wire Co.,

Limited

HAMILTON, Ont. MONTREAL, Que.





J M T Swing Check Valve


Water Gaug Mounting



Steam Whistle


Iron Gate Valve


Reducing Valve


Steam Trap


Gauge Cock



J M T Steam Goods

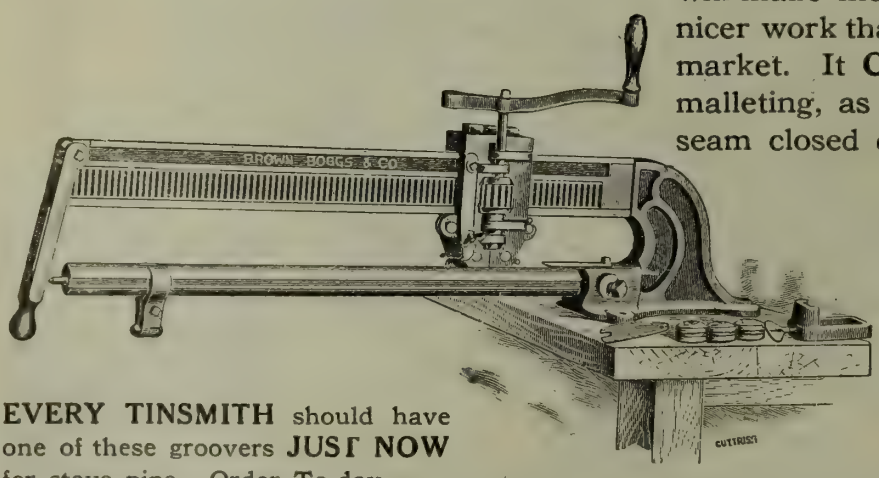
The season when Steam Goods are mostly in demand is with us.

Brass and Iron Valves — Stop Cocks
Steam Traps — Iron Pipe and Fittings
General Heating Goods.

Recommend to your customer goods of substantial weight, and of the proper composition to stand the test. Nothing is more annoying than to find you have a poor article of the kind after your fitting-up is all done. When requiring something good in these lines, ask the engineer about the "MORRISON" make.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, - - - TORONTO

THIS GROOVER



will make more **MONEY** for you, will do nicer work than any other machine on the market. It **CUTS OUT** the operation of malleting, as the work is grooved and the seam closed down **AT THE ONE TIME.** The seam when grooved is perfect in tightness and appearance. It is adapted for **INSIDE** or **OUTSIDE** seaming. It will groove 24 gauge iron and lighter, any length up to 32″ and any width not less than 2″ diameter.

EVERY TINSMITH should have one of these groovers **JUST NOW** for stove pipe. Order To-day.

THE BROWN, BOGGS COMPANY, Limited
Hamilton, - - - - Canada

TINSMITHS' TOOLS, PRESSES, DIES, SHEET METAL WORKERS' TOOLS

BRISTOL STEEL FISHING RODS

FREE

100 FISH HOOK DISGORGERS

For You to Present to Your Customers

These Hook Disgorgers are very handy. They can be carried in a vest pocket, or in the fly book. Fishermen, old or young, like to have one in their kit. You will please your customers and you can make new customers if you will send the coupon below immediately for your allotment of these Hook Disgorgers and then use discrimination in giving them out. The number that we have in stock is limited, and will be allotted according to the rule, "First Come, First Served."

THE HORTON MFG. CO.

Department E.

BRISTOL, CONN., U.S.A.

CUT OFF AND MAIL COUPON.

The Horton Mfg. Co,
Dept. E, Bristol, Conn.

We will appreciate very much your sending us the 100 Fish Hook Disgorgers offered above.

Name .....

Street Address .....

City ..... *State* .....

Our most popular selling "Bristol" Rod is No. .... We buy through ..... (jobber), and usually sell in a season about ..... "Bristol" Rods.

Where Knowledge is Power 'tis Folly to be Ignorant!

PARTICULARLY when the knowledge can be readily acquired at a very low cost.

Merchants and Salesmen

will find their efficiency greatly increased by a careful perusal of any of the books listed below. *Write for fuller particulars.*

The Making of a Merchant	$1.25	How to do Business by Letter	1.00
Men Who Sell Things	1 00	Ropp's Commercial Calculator	
Human Nature in Selling Goods	50	Office edition (cloth)	1.00
Management and Salesmanship	50	Pocket edition (leather)	1.00
Sales Plans	2.50	" " (cloth)	50
Practical Publicity	2.15	Vest pocket edition (leather)	50
Baughman's B. and S. Cost Tables	1.50	" " " (cloth)	35
Retail Advertising Complete	1.00	Hardware Store Business Methods	1.00
Bookkeeping Self Taught	1.00	Hardware Window Dressing	2.50
Success in Letter Writing	75	American Hardware Store	3.00

ANY OF ABOVE BOOKS SENT POSTPAID ON RECEIPT OF PRICE

THE MACLEAN PUBLISHING CO., Limited, Technical Book Department **143-149 University Avenue, TORONTO**

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅛ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass

HARDWAREMEN!

Here is a reliable Babbitt Metal at a moderate price. Every pound guaranteed. It is sure to sell and sure to hold your trade.



HARRIS
Heavy Pressure Bearing METAL

YOUR ENQUIRIES SOLICITED. WRITE FOR PRICES.

The Canada Metal Co. Ltd., Toronto

The dealer who dares

The dealer who dares to look beyond the nearest dollar and sell Genasco Ready Roofing in preference to cheap imitations is laying the sure foundation for a profitable business.

Genasco
Ready Roofing

is made of real Trinidad Lake asphalt---Nature's absolute waterproofer and weather-resister.

It gives your customers lasting satisfaction; gives them confidence in you---shows them you are looking out for their interests as well as your own pocketbook, for they know the high quality of Genasco. We tell them all about it in the magazine and agricultural papers.

Be one of the many dealers who have dared to start on the right road to success.

Write to-day for full information and samples.

GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

Cross-section, Genasco Smooth-surface Roofing



Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

Mineral or smooth-surface Genasco Roofings

THE KANT-LEAK KLEET is the up-to-date fastening for ready roofing---supplied on request in Genasco Rolls.

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

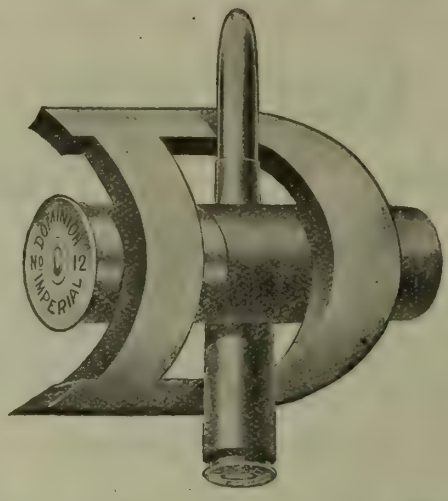
PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

DOMINION

The Trade Mark is our absolute guarantee to you —and yours to the customer— of perfect quality.



The Trade Mark means a reputation to us, profit to the retailer, and satisfaction to the consumer.

AMMUNITION

Dominion Cartridge Company, Limited

Ammunition Manufacturers - - - Montreal, Canada

KEMP'S Royal Tea and Coffee Pots

NICKEL PLATED

OF ATTRACTJVE DESIGN HANDSOMELY FINISHED HEAVILY NICKELED WITH ENAMELED WOOD HANDLES





Nos.	430	440	450	460	431	441	451	461
Pints	3	4	5	6	3	4	5	6

Packed separately in cardboard boxes. Put up 1 dozen in a case.

PRICES ON APPLICATION.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO., of Montreal
39 ST. ANTOINE STREET, MONTREAL, QUE.

Why Not Have a "Holiday Goods Opening Day?"

If Plans Are Well Laid Now the Holiday Campaign Can be Made to Start Off With a Rush by Having an "Opening Day" Early in December—Suggestions Which Will Work Into Special Holiday Sales—Establish a Toy Department and Win the Children's Favor—Mechanical Window Displays.

Hardware merchants everywhere are preparing to make this year's holiday trade a fitting finale to one of the best year's ever experienced, both in volume of business and margin of profit. With the exception of a few isolated spots the year has been a good one and the prospects are favorable to a big holiday trade to wind up the year's business.

But upon what is done right now depends whether the merchant experiences a profitable holiday trade. If his plans are well laid, and a loyal staff is ready to carry them out, the progressive merchant will gather in the cream of the trade, while if things are let go now and the business is gone after in a happy-go-lucky manner, the result will be more of the nature of skimmed milk.

Thought must be given to selling as well as to buying the goods. It is essential that the stock be well chosen and that the selections be varied enough to appeal to every member of the family and to every age of people. Jobbers and manufacturers are widening their lines of holiday goods and the merchant who studies the buying capacity of his customers can, with the exercise of good judgement, easily select an attractive stock. This purchasing is already done, however, by the far-seeing merchants and plans for disposing of the stock are now receiving consideration.

To get holiday buyers to the store is the main consideration and hardware merchants must adopt special plans if they are to succeed. Therefore, regular stock must be relegated to the background, while seasonable toys, sporting goods and household specialties are displayed in an attractive manner. The windows and the store advertising must be suggestive of the holiday gift spirit and emphasis must be put upon the fact that for sensible and useful gifts the hardware store is the proper place to do Christmas shopping and everything must be marked in plain figures in order to enable buyers to figure out for themselves how each article fits in with the amount they are able to spend for gifts to the relatives and friends on their list.

Have an Opening Day.

But, as said before, with all the novel plans of advertising, of window display and arrangement of goods, etc., the big problem is to attract the crowd and to do this something out of the ordinary must be done.

Why not select a date, say the first Saturday in December, for an opening day for holiday goods?

Decorate the store, dress the windows, put all the holiday goods on display and advertise the "opening" throughout the district.

Draw the crowds—not so much to sell goods as to let them know what you have. In fact, the announcement might be made that no holiday goods will be sold on that day although orders will be taken for future delivery.

The children should be appealed to as child is the father of the family at Christmas time. One window should especially appeal to the young folks and play should be made upon the fact that the young boy or girl will appreciate a pair of skates or a hockey stick far more than a pair of mittens or a handkerchief.

Distribute handbills to the children at the schools and announce that a souvenir will be given every child who leaves his or her address at the store on "opening day." Then at the back of the store have an address book on a table. As each child signs the roll hand out a tin whistle or pea shooter to the boys and a small doll or looking glass to the girls.

Suppose ten dollars is spent on this stunt won't it be well worth while to have won the friendship of the little ones at the opening of the holiday season, especially if you follow the matter up by mailing a card to each child whose address you have thanking him or her for visting the store, and asking them to come again.

Impress upon the young mind that the hardware store is "Santa Claus' headquarters" and it will be one of the best ads. you can obtain. They will talk about it incessantly and the older folks will be sure to think of your store when they want to buy something for the children.

As a suggestion for a single column ad. announcing an "opening day," the following is given:

HOLIDAY GIFTS
OPENING DAY.

The large stock of hardware and toys purchased by us for the Christmas trade will be on display for the first time in our store on
SATURDAY, DECEMBER 3.
You are invited to inspect them—not necessary to buy—we merely wish to impress upon you that for practical and useful gifts the place to buy is at
WHITE'S HARDWARE STORE
Bring the children along and let them see "Toyland." Santa Claus will be there in person.
SUITABLE GIFTS FOR ALL.
Our large stock will enable you to select a sensible gift for any friend or member of your family. In toys, sporting goods, tools, house furnishing, cutlery, silverware, cut glass, shaving supplies, etc., we have a complete stock in a variety of prices suitable for every purse.
No trouble to show goods.
WHITE'S HARDWARE STORE
123 Main Street.

Such an ad would, of course, be strengthened by the offer of "a gift for every child" or the naming of a special bargain. These are details, however, which are subject to the arrangements worked out by the merchant who adopts the plan of opening his holiday trade with a rush before other dealers have their holiday goods on display.

Decorate the Store.

"The holiday spirit" that has so much to do with loosening of the pocket strings around Christmas time must be catered to if it is to be coined into collateral acceptable at the bank. And from the time of the "opening" sale of holiday goods until the "closing" on Christmas eve the store should have a festive look.

Evergreen should be secured and strung up with hanging bells and paper bells and rosettes, one string running down the centre of the store, while others branch off to the sides and gather into a cluster in the center. The background of the window should also be trimmed with evergreen or holly upon cheesecloth or cotton, while the lights should be shaded in such a manner that the light will be evenly diffused over the goods and not be a blur in the eyes of customers to detract from the goods on display.

The decorations should not stop, however, with the evergreens and festoons. Every silent salesman, showcase or table in the front of the store should be brightened up, and all goods displayed on bright and clean paper or cheese cloth, the cutlery sets, pocket knives, razors and shaving sets being arranged so as to attract the eyes of all visitors to the store. A supply of holly boxes and wrapping paper might also be secured to do up parcels in or a holly sticker on gummed paper secured from the local printer, on it being printed some such words as:

"To....., ..., from .....
"The White Hardware Store wishes all its customers a very Merry Christmass."

Just inside the door a large sign might also be set up so that all customers on leaving the store will be met with the parting wish of a "Merry Christmas."

A "Toyland" Department.

Many hardware stores have a stove display room upstairs which is not utilized to any great extent in December. Here, therefore, is an opportunity for the establishment of a toy department for the children, a staff of girls being engaged to make sales under the management of one of the regular staff.

No other class of goods sell as well by being shown and price marked as hardware and toys, so if a few tables are secured and the goods arranged according to price, all 10 cent articles on one table, 25 cent goods on another, etc., the clerks will be kept busy making sales of articles picked out by customers.

For such a department as this, of course, some special advertising stunt is

necessary, the plan adopted by the Eaton Company in Toronto the last two or three years being one of the best. An "opening day" is decided upon, and announcement is made that "Santa Claus" will arrive by train at a certain hour on Saturday morning. When the hour arrives the patron saint of the younger generation descends from the train dressed in the familiar garb, wearing a flowing beard, and carrying a pack on his back. He is met by the merchant and led to a cutter, followed by the crowd of big and little children, to whom he distributes small bags of candies and nuts, with an occasional toy to a small baby in arms, this distribution being continued along the route of the drive from the depot to the store. Arrived at the store he leads the way to "Toyland," where he holds and informal reception, shaking the hands of all the children who wish to make sure that "Santa Claus" really lives.

An opening event of this nature can be put on with little effort by any hardwareman with little expense, and it will certainly draw a crowd and make the toy department known as few other plans can do. If an additional feature is desired, a phonograph can be secured, and a program of songs and funny stories rendered.

Another way to interest the children is to have some kind of a contest. A western store offered a prize for the best drawing of Santa Claus sent in each day, and accompanied by a four-line verse bringing in the name of the store and that of Santa Claus. The prizes were toys of a certain value, and the drawings were to be deposited in a box placed to receive them in the toy department. Prizes for essays on various subjects connected with the season, voting contests for the most popular teacher in town, or for the most popular girl or boy, have also been used, a ballot to be given with each five-cent purchase, and the votes to be cast in the toy department.

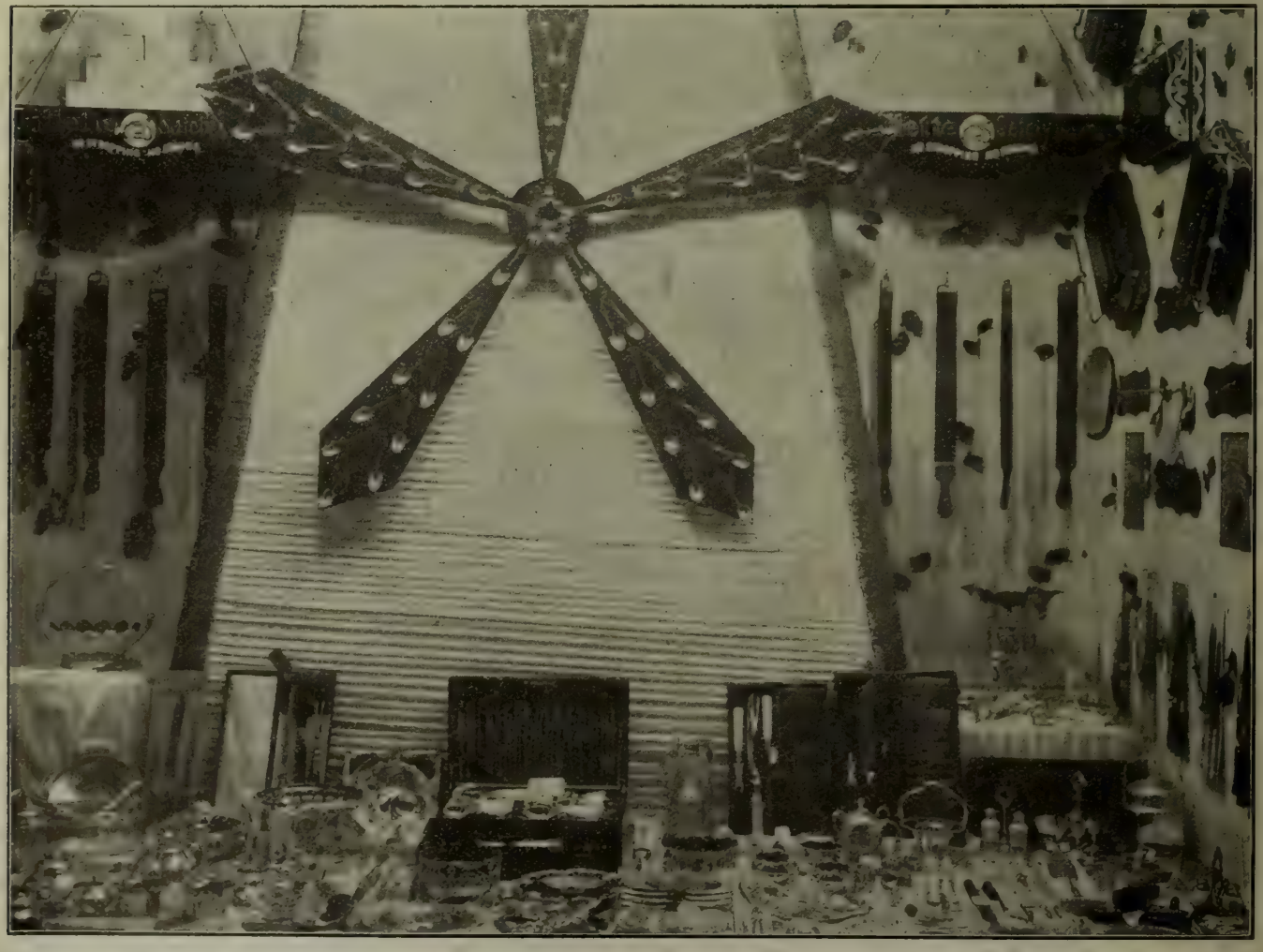
Mechanical Window Displays.

"First impressions are best," is an old adage which applies to hardware stores as to anything else, and as the first thing seen about a store is the window, plans should be prepared to ensure that from December 1 to 24, there will not be an hour during which the window will not give a pleasing impression. If a window trim is to be changed have the new display planned in advance, with all the articles at hand, so that time will not be lost in assembling the goods.

Anything that moves gives life to a display, and catches the eye of passers-by, consequently if a mechanical device can be worked into a window trim, it is reasonably sure to be a good feature, providing the moving objects show articles for sale and the machinery is subservient to the goods on sale.

D. Bolster, with Peart Brothers' Hardware Company, Regina, utilized a mechanical windmill in one of his holiday trims a year ago, the picture showing the wheel revolving on the side of a tower, at the base of which is a display of cutlery, silverware and cut glass, with small price tickets on each article. On the sides were Gillette safety razors, on shelves, Bissell's carpet sweepers, shaving strops, and carving sets on cards suspended on the walls. The windmill was driven by a fan motor having a four foot pulley to reduce the speed from 1,700 R.P.M. to 22 R.P.M., to give the spoons shown on the blades of the wheel a proper display. The tower of the windmill, however, occupied too much valuable space. White bunting folded neatly over pink paper gave a neat color effect to the entire window.

Fred C. Hill, with Watts & Bates, St. Catharines, Ontario, did not have as large a window to work upon, and rather failed to take advantage of the display



Mechanical Windmill Window Display, Arranged for Peart Bros., Regina, Sask., Last Christmas by Donald Bolster.

space and the wall and background. The general scheme of his mechanical attraction is excellent, however, and very well carried out, the buildings being in keeping with the size of the window. A larger variety of goods could have been shown though in the space at the base of the window. Instead of showing case goods and flatware exclusively, the window would have looked much better if some cut glass and plated ware were also shown.

The scene is typical of winter. In one corner was a small four-roomed house, designed and constructed by Mr. Hall, and alongside is an artificial river with an old mill on the opposite bank. The river was made of galvanized iron, four feet long, four inches deep, and twelve inches wide, the banks being stones covered with snow. A bridge spanned the stream, the path leading from the house past a shed to the mill, the latter being operated by a water wheel, fed by a hose attached to a tap in the cellar. Islands dotted the river, and at the lower end were falls, with rocky and wooded banks. The house and mill were lighted by electricity at night, while the snow effect was secured by the use of cotton batten and powdered mica.

The background was of white curtains decorated with red bells and evergreens, while on the side was a display of carpet sweepers and air rifles, carving sets, table cutlery, pen knives, shaving goods, etc., were shown in the foreground.

Some stores, of course, find obstacles in the way of arranging a mechanical display. The window may be small and unsuited for arranging an elaborate display, or the merchant and clerks may lack the mechanical ingenuity required to put together a moving scene. In this case, the most that can be said is that a display of some kind must be made incorporating some of the ideas illustrated in the pictures shown in Hardware & Metal from time to time.



Winter Scene With Waterwheel in Operation. Assembled by Fred C. Hill, last Christmas for Watts & Bate, St. Catharines, Ont.

PIONEER HARDWAREMAN DEAD.

Philip Corbin, President of the American Hardware Corporation, comprising P. & F. Corbin, of which he was founder, Russell & Erwin Manufacturing Company, Corbin Screw Corporation, Corbin Motor Vehicle Corporation and the Corbin Cabinet Lock Co., all of New Britain, Conn., died at his home in New Britain, Conn., on Thursday, November 3, aged 86 years and 8 days.

In many respects Mr. Corbin's life was a notable one and of interest to hardwaremen in all parts of the world. Born in 1824, Mr. Corbin began work in 1844 in the New Britain factory of Matteson, Russell & Co., predecessors of the Russell & Erwin Manufacturing Company, later working for North & Stanley lock manufacturers. Before he was 21 years old he was an expert lockmaker with 19 employees working on contracts he had undertaken. In 1849 with F. Corbin, a younger brother, Mr. Corbin became members of the firm of Doen, Corbin & Co., operating a brass foundry, the firm becoming P. & F. Corbin in 1851.

In 1851, American manufacture was in its infancy, and nearly all the hardware was imported. Mr. Corbin avoided domestic competition by confining his product to articles made abroad, and as they were better made than the imported goods he found a ready market. It was at this time that he formed his policy of making goods of a superior quality and a complete assortment in any line he adopted. He was thus able to meet all demands in any field he entered.

In 1854 a joint stock company was formed and in 1858 Andrew Corbin joined his brothers. In 1882 the Corbin Cabinet Lock Company was organized as a separate concern and in 1902 the American Hardware Corporation was formed to unite the various Corbin interests, he retaining the presidency to the time of his death.

Mr. Corbin's business career is unique in that it covered a period of sixty-six years of active life. Sixty-one years were spent in the management and development of a single enterprise engaged in the manufacture of hardware. The capital invested has grown from nine hundred dollars to ten million dollars, and the number of persons employed from three only to ten thousand.

NEW MANUFACTURERS' AGENCY.

A new firm has recently opened business in the city of Montreal under the name of Dingman & McCombe, and are located at 35 St. Nicholas street. Mr. Dingman is well known in the hardware trade, having been employed for several years as buyer for Moore & Brown, Saulte Ste. Marie, one of the largest hardware firms in Northern Ontario. He also successfully compiled catalogues for Frothingham & Workman, and Caverhill, Learmont & Co., Montreal. Mr. McCombe's experience has been in financial lines, he having been employed seven or eight years by the Bank of Montreal. This new firm are representing the Trimont Mfg. Co., manufacturers of Trimont Pipe Wrenches & Pipe Cutters; The Parker Wire Works Co., Worcester, Mass., manufacturers of kitchen wire goods; The Luther Grinder Mfg. Co., Milwaukee, manufacturers of the Luther Grinders, fitted with carborundum wheels; these are adapted for household use and for the use of mechanics. They represent also the John Watson Mfg. Co., Ayr, Ontario, manufacturers of warehouse trucks; Fellow Bros., Cradley Heath, manufacturers of chains and anchors; Jos. Tomey & Sons, Birmingham, manufacturers of the "Eureka" gauge glasses. They have within the last month been appointed agents for Jevons & Co., Liverpool, England, tinplates, metals and Swedish iron, known for sixty years past in the tinplate and metal trade in this country; also for Boentgen & Sabin, Solingen, Germany, manufacturers of the "Bonsa" cutlery. The firm has been very successful so far with the lines they are handling. Both members are young men, and are well known in military circles, being officers in the 3rd Regiment Victoria Rifles of Canada.

Profits to be Made in Toy Department

Some of the Lines to be Included in the Stock—Line Must be Pushed to Clear the Stock Before the Season Passes — Use Window and Also Display on Tables Near the Front of Store.

"A hardware man must always be ready to adopt new lines, if he wants to keep up with his competitors," said a Galt hardware merchant to a Hardware & Metal representative this week.

There is much truth in the remark. The advance of the times brings a constant succession of new necessities and new articles to meet them. The wide awake hardware dealer recognizes the fact that the scope of his trade is constantly widening and is ready to adopt new lines or departments as expediency suggests. The possibilities of the Xmas trade are realized to a limited degree only by a great number of hardwaremen. Many, otherwise progressive, dealers are willing to run their business through the holiday season along the old lines with the same old stock in trade, their chief reason being a lack of belief in innovations.

It is a reasonable assumption that the hardware merchant is entitled to a full share of the holiday trade and, to help secure this, there are a number of new but perfectly legitimate lines in which he may embark with every prospect of profit. Cutlery, carvers, cut glass, brassware are now more or less commonly found in all hardware stores but many merchants are neglecting the opportunity to draw a large trade by installing a Xmas toy department.

Suggestions as to Toys.

There is a wide variety of toys that would not be out of place in a hardware store. Metal toys such as trains, fire engines, express wagons and banks are much in demand. These goods are "best sellers" because they possess durability and most parents are willing to pay a better price for goods that will last. Among other articles that could be included in the toy department are lead soldiers, metal dolls' beds, dolls' enamelware dishes, iron animals, toy pistols, metal furniture for miniature houses, tin watches, knives, sets of parlor croquet and ten pins and magic lanterns.

How to Handle Department.

The merchant who decides to start a toy department must be sure to push the goods to the utmost, because it would not prove a profitable undertaking if a large stock had to be carried over until the next Xmas season. He must therefore let people know he is handling toys by making his exhibit as conspicuous as possible and by advertising.

The firsts esential move is find room for a table or tables to be devoted exclusively to toys and kindred Xmas lines. To do this a quantity of other stock would have to be relegated to the back ground but, by a judicious rearrangement, such goods as are not in demand at the time of year could be temporarily displaced. In this connection, might be cited the prominence given to Xmas lines by the P. Hymmen Co., Berlin. Mr. Hymmen intends about the last of November to clear out the centre space of his wide store and use it for a Christmas department, in which toys will be featured. He strengthens this department by suitable window displays and by advertising.

Give Window Displays.

An effective method of acquainting the public with the fact that the store is running a Xmas department is by making up an attractive window of toys and possibly sporting goods. In arranging this display, the window dresser should make it a point not only to show some of the most attractive goods but to drive home a few of the strongest "talking argnments." For instance, above the iron goods might be placed a placard reading:

TOYS THAT WILL LAST.

Why buy presents for your children that break the first day? These toys will give pleasure every day in the year because **they can't be broken.**

This argument is certain to impress toy hunters, as it gives a sensible reason why iron goods are worth purchasing. Above the space devoted to dolls' houses and dishes, something to this effect might be placarded:

DO A THING WELL.

You are getting a doll for your little girl. Why not make her joy complete by buying a supply of these enamelware dolls' dishes? They will outlast a generation of dolls.

Here again the argument of durability is driven home and is as certain to prove effective as in the first instance. The sporting goods section of the window, if the two lines are combined in one display, should contain seasonable articles such as skates, hockey sticks, pads and pucks, snowshoes, skiis, and staple lines such as boxing gloves and fencing foils. A card, reading somewhat as follows, would be effective.

FOR MANLY BOYS.

No present is more fitting than a pair of skates, a hockey stick, boxing gloves, fencing foils or any of our long line of sporting goods. A hearty boy craves these things.

The goods should be advertised as well. People generally would be inclined to look elsewhere for toys, unless it was brought to their attention that at Brown's hardware store the very best goods were obtainable. Printers' ink is the medium to use in spreading the information. Christmas advertising, if rendered effective, will bring the best of results.

A Trade Magnet.

The toy trade as a holiday branch of business has one great advantage. It attracts people to the store. Children insist that their parents take them through all stores where such goods are sold. If the exhibit is a pleasing one, the little tots will remain just as long as they possibly can and in the meantime the accompanying parent will be looking around. People who otherwise would not have entered the store are thus brought into contact with the stock. While the children eagerly inspect the toys, the parents are practically certain to look at other lines of goods. They may have no intention of buying at the outset but, if the stock carried is up-to-date and well displayed, it should not be difficult to interest them in some line and perhaps effect a sale. The toy department is a magnet that draws a constant succession of visitors from whom a certain percentage of trade can be counted upon, outside of the profit to be made in the toy department itself.

Toys That are in Demands.

Among the toys called for this season are all varieties of tin mechanical goods and the more substantial "friction" toys. The automobile in all its latest phases is much in vogue—touring cars, runabouts, limousines, many of them equipped with chauffeurs and all capable of more or less lengthy tours, some by process of winding up, others by friction. Tin post office banks are a new line that will be in demand.

HARDWARE ADVERTISING.

The Advertising Cyclopedia Co., New York, have recently published a 128 page book in cloth, bound cover, entitled "Hardware Advertising," by William Borsodi, editor of The Advertising Advocate, the price being $2.

The book is unusual in its style, being a collection of phrases and paragraphs extracted from thousands of advertisements of hardware stores in all parts of Canada and the United States, the idea being to group the "talks" on different classes of advertising together, and assist the ad.-writer to express his ideas in language both descriptive and attractive. The book does not pretend to originality—in fact its whole aim is to assist the writer of ads. to apply to his own needs "copy" which has been successfully used by other merchants in his own line, but in other towns and cities. The book can be obtained through the Technical Book department of The MacLean Publishing Company, 143 University avenue, Toronto.

A by-law to loan $30,000 to the Monarch Knitting Company, Dunnville, to erect a factory 50 x 130 feet, four stories high, has been carried at St. Thomas.

Suggestions for Fall Window Displays

Description of How to Put To gether Attractive Displays of Shaving, Sporting and Heatin g Goods—The Selling Power of the Window Neglected by Too Many Retailers.

Written for H & M. by W. J. Illsey.

Much has been said; more can be said, on the facts that promptness, punctuality, courtesy and knowledge of your particular business must belong to every successful clerk. But my present aim is to show the average hardware salesman one way in which he can make more money for himself as well as his employer.

How to dress windows is a feature overlooked to a shameful degree in most hardware stores. Either the proprietor is lax in having the windows tastefully and frequently dressed, or the clerk who should look after the work is not the man for the place. Let me describe a few good windows which any clerk can put in and which never fail to pay big results.

A Shaving Supply Window.

Use a bottom covering of green baize or felt (fairly bright green) and if a background must also be had use white cheese cloth tucked in neat folds and tacked tight to window frame or hung on brass rods. On this background pin or in some way fasten show cards (which any jobbing house is glad to supply for the asking) and hang on or almost against this so as not to confuse too much, a nice assortment of razor strops. Sun and light cannot hurt them. On the bottom build up two at least, or three, if possible, shelves about 8 inches high each. This also to be covered with the green baize. On this and the flat front surface arrange in the most artistic manner you possess shaving brushes, razor hones, razors (safety and hollow ground) shaving soap, pocket and dressing combs, nail clippers, hair clippers, extra safety razor blades and whatever other lines you may handle which correspond with the above mentioned. Mirrors of any kind go well to make up background for the shelves. Have price cards giving prices, such as shown in the accompanying sketch, and so on through the principal items shown. Right against the glass and on a level with the line of vision of passers-by hang two or three rings of pocket knives like the one illustrated. These can be made of cedar or pine and covered with black velvet. A white card should bear the price as shown and be tacked in centre. Make each ring up of different priced goods. You will soon find results in better sales in all lines shown.

A Sporting Goods Window.

Use a background of white cheese cloth pleated and tacked as neatly as you know how. Use a plentiful supply of flags to make this bright. Use nails about 2½ inches long to hang at various places on your background shot guns, placing them in attractive positions. Close to the window also stand guns or rifles so that the people outside can have a good look at the style and make.

You can get from your jobber some beautifully colored hangers and cards advertising various ammunitions and guns and rifles. Use these for interspersing among the flags and guns. Now you have your background. On the bottom at the back of window place at various locations boxes, such as loaded shells come packed in, and cover these and the whole bottom with fresh cheesecloth laid loosely over the whole. Now along the front and close to the glass place the many small items that go with hunting supplies, shell extractors, cleaning rods, duck and goose calls, revolvers, hunting knives and axes, gun oil and grease, etc.

Back of this row place a few hunting caps, game bags, gun cases, small rifles (resting upon the edges of the boxes) rifle and revolver cartridges, etc. On the boxes pyramidal piles set loaded shells of the various makes in stock and intersperse an occasional opened box throughout the entire ground lay out. Use price cards to tell prices of any special gun or rifle, the price of loaded shells, of hunting caps or coats and have one large card 22 x 28 or 18 x 28 inches in size announcing that "We carry full lines of highest quality sporting goods. Come in and look over the goods," or some such phrasing. This one never fails to bring business.

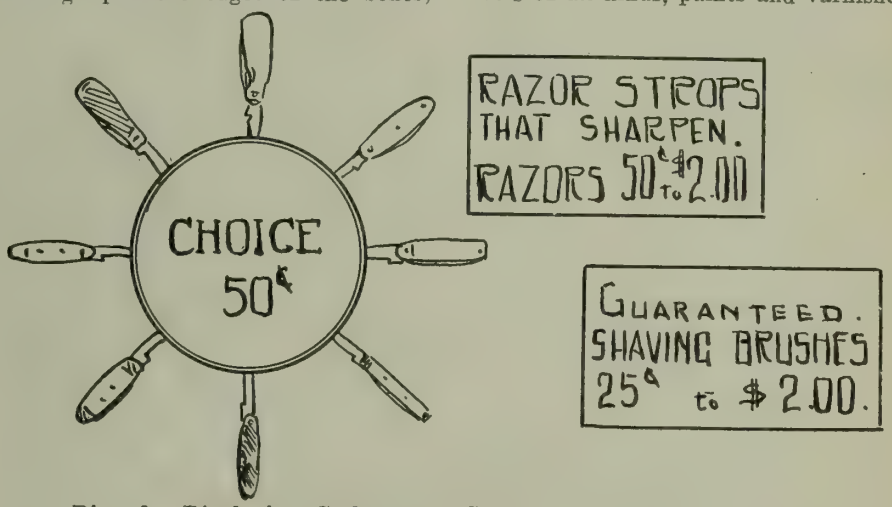
A Stove Window.

If you are displaying heaters (and the description will deal with such or may include with little variance cook stoves or ranges) use a bottom of cheap oil-cloth or Japanese matting. Tack it securely in place to prevent its pulling when the stoves are placed. Aim to have just enough heaters to fill the window without crowding and be sure every one is polished to perfection. The white background of cheesecloth is again used. And in fact for most hardware windows will be found the easiest and most satisfactory material. On this (after the heaters have been placed) hang coal hods, ash sifters, stove boards, coal and ash shovels furnace brushes, small tea kettles, etc. In front and close to the glass place some lines of smaller cooking utensils such as are often used on heaters for doing light cooking. Place a price card (large enough to be easily read) on each heater and have one large card announcing that you have a fine assortment of reliable heaters and that the prices will please.

If stoves are sold on the second floor of your store or elsewhere place in small letters, "Stove Dept. Second Floor." Your customers will then know just where to go and can from the window often pick out the exact stove wanted.

These window displays are all good trade bringers and pay well for time spent on them. Other lines to display in the fall are buck saws and axes. Tools of all kinds, paints and varnishes, washing day supplies such as washing machines, wringers, tubs, boilers, etc., and do not forget that wedding gift articles should be shown often.

Try some one or all of the above window displays and you will be more than pleased with results.



Ring for Displaying Cutlery and Sample Display Cards.

NOW USING SAFETY RAZORS.

President D. Cinnamon, Lindsay and executive member R. H. Blackmore, St. Thomas, surprised the other members of the executive committee of the Retail Hardware Association by attending the executive meeting on Thanksgiving Day minus the Van Dyke beards worn by them for many years. The reasons given for the change were the rejuvenating influence of association work, and the popularity of safety razors. About half the executive officers wear moustaches, but there isn't a beard left now.

Electrical Supplies for the Christmas Trade

Articles Both Novel and Useful are at the Command of the Merchant—The Lines Combine Well With the General Display —The Demand for Utility Lines—How One Merchant Pushes Flat Irons and Washing Machines.

In the various articles which come under the category of electrical supplies the retail merchant can find many a line which will not only prove a quick seller, but will co-operate in his general scheme of display for the Christmas trade. There is probably no department which has such an advantage in this way as that of lighting fixtures, because the dealer can use some of the lines to illuminate his store, and thus display the goods in actual working form, at the same time he is selling them. Although so far as gas and oil lighting articles are concerned there is very little novelty to be secured from them, with electrical supplies the case is different. From time to time most ingenious contrivances are produced, which will not only attract a strong demand because they are novelties, and therefore in great request at this time of the year, but are most useful articles.

Apart from novelties pure and simple, such as flash lamps, cigar lighters, electrical watch stands, electrical candles, the illuminated clock, and the miniature lamps which displace the ordinary Christmas candle, and lighten up the Christmas tree with safety, and which can also be attractively grouped among the table decorations, there are the electrical utility articles.

Here we have lines which are coming more and more into use, and to which the hardwaremen should pay particular attention. For no one who has electrical power in the house will in the long run fail to utilize that power for economizing labor, and preventing dust and dirt. For instance, the electrical iron is becoming more and more used, and is an exceedingly good line to push. Probably no more acceptable present could be given than an article of this description, and then going further you have the sewing machine motor, foot warmer, electrical heating pad, liquid heater, chafing dish, coffee perculator, tea pot, etc. The electrical home is not by any means a visionary idea and naturally as the various electrical utility articles become perfected in their working they are more and more in demand. It is certain that no more acceptable present than an electrical gift of the nature of the ones we have described could be obtained.

As we have said, above all there is the happy combination between the merchant's general scheme of display and his lighting department. It is of an importance that cannot be overlooked. Display is everything at this time of the year. A merchant who makes a success of his Christmas goods must attract the holiad ycrowd. He must have his store looking bright and cheerful. He must show his goods so that the people can see what he is carrying, and he must be in good time with his display. Then again, we come to the great toy element. There are a number of little electrical toys which will please the children more than anything else, because they have this advantage over clockwork, that they do not get out of repair so quickly, and are much more durable in every way. Little electrical windmills, trains with stations and all necessary adjuncts, steamships and various other articles of this description, are enough to claim the undivided attention of all the children in the district. And it must not be forgotten that children are the great source of trade at this time, not only directly, but indirectly. A merchant who goes thoroughly into the question of displaying electrical supplies will find the attempt worth making. It does not necessarily mean a very heavy stock, and yet he has at his command a source of profit, and a very great help to his powers of display.

How to Push Flat Irons.

The procedure adopted by one merchant in selling electrical domestic appliances is well worth studying, as it contains some good pointers. His first attempt was with electrical flat irons. Circular letters were sent out, explaining in full the merits of ironing by electricity, and inviting readerss to come in and inspect the articles, and see what they could do. This meant practical demonstrations at the store, but it brought in a lot of people who, if they did not buy an iron, at least became familiarized with the store, and probably saw something else they liked, and maybe purchased. Next a few sample irons were sent out free of charge, on the understanding that if they were kept longer than a month, they must be retained. None came back, while many people came in and said they had seen the iron in So-and-So's house, and wanted a similar one.

Then again, the electrical washing machine is an article that every woman should have in her house, as it saves time, produces good results, and solves the help problem. The most satisfactory way to start a demand for this line is to display one in the window, and if possible have a working model attached. Also give practical demonstrations. Let probable users see the article in working order, or give them a chance to try it out for themselves. In electrical articles, as in everything else, it is necessary to let the public know that the store is carrying such lines. The more enthusiastically a merchant pushes his lines, the quicker his community catch that enthusiasm and believe in the merits of the article.

In connection with the using of electrical utilities, an adaptor has been brought out which will be found very useful in making power connection. This adaptor is a device whereby a lead may be taken for an iron, fan, warmer, etc., from any lampholder without disturbing the lighting arrangement. It consists of a harp of brass, with a second holder for an additional lamp, or other electrically maintained attachment. When it is desired to bring the adaptor into use, the lamp is transferred from the fixed to the other carrier, and the whole fitting placed in the fixed carrier. This leaves the original light undisturbed, while giving an additional wired point to take a standard bayonet plug adaptor. The appliance is specially useful in connection with electric irons, particularly when in use during the day. In this case the lamp in the adaptor may be used as a spot-light to indicate that the current is on the iron, or it may be removed entirely from the fitting, thus saving the slight extra current used by the lamp.

The Demand Ever Growing.

There is one great advantage in handling electrical supplies and commodities, and that is that the demand is an ever growing one. The using of the power is becoming part and parcel of our everyday life, and as different inventions and ideas are brought forward, so the agent becomes more indispensable. For instance, the up-to-date doctors' room looks like an electrical testing laboratory. Among his equipment will be found induction coils of various sizes, vibrator motors, motor drills, motor generators, static machines, storage batteries, condensers, lamps of various descriptions, cauterizers, and other heating apparatus. Electrical therapy is coming more and more into use for treating chronic ailments, and the results thus far obtained are such as to cause the greatest hopes for the future of this kind of treatment to be entertained. Electric heat can be more readily and conevniently employed for medical purposes than any other form of heat, because it can be kept under perfect constrol, and can be employed without loss of time. Electric heat is also of great convenience for sterilizing thermometers, needles, dentists' instruments, and so on.

Not only in this direction, but in trades such as the bakery and confectionery ones, electrical machines are getting popular. Thus the merchant who commences to handle electrical supplies need have no fear that the field will become restricted. If he secures for himself the reputation of being the electrical house of the district, there is no possibility of a stagnation in the demand. Until a better power than electricity is discovered, the demand will always be active for various lines, and the merchant who handles supplies in a small way now may be handling them in a fashion at some future date that he would think impossible at the present moment.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature that the Correspondent Does Not Desire Publicity, He Can Use Initials or Nom de Plume.

Belting Trade Cut Up.

M. C., Langham, Sask., writes complaining that the trade in belting is badly cut up by the competition of implement agents who are said to be able to buy belting from some manufacturers at lower prices than hardware merchants are quoted.

Editor's Note.—Inquiry among belting manufacturers indicates that there is considerable truth in the complaint made. J. L. Goodhue & Company, Danville, Que., state that their trade with wholesale houses has fallen off owing to the unfair competition of manufacturers who sell to anyone at wholesale prices without protecting the retail trade in any way. Although the demand for belting cannot be increased by low prices belting is being sold in Western Canada at from 20 to 25 per cent. lower than in the United States. Cutting of prices in belting is usually followed by a lowering of quality and the implement men are said to be selling low grade belting, farmers and threshermen being governed more by price than quality, thus making it hard for hardwaremen who handle high grades of belting to compete.

Walter Sadler, of Sadler & Haworth, Montreal, interviewed on the question, said that so far as their firm was concerned they were protecting the hardware trade to the full extent of their powers. "We have an agent in the West, and he sells directly to the retail merchant, but we have no implement agent on our books. To give the hardware trade the best prices, we have gone past the jobber, and are dealing with the retail trade direct. It was to our interests that the price should be maintained, and we mean to do it to the best of our power, as we are looking to the future and it would not pay us to indulge in price cutting.

"Last year," continued Mr. Sadler, "our agent told us that severe price cutting was going on and asked us what we were going to do in the matter. We told him on no account to depart from our regular prices. In my opinion it will be found that this cutting is nothing more than the selling of a cheap line of belt which is worth the price asked for and no more, and that buyers know they are getting a cheap article. You may take it that we are not responsible for the price cutting, and we should very much like to see the whole thing thoroughly sifted."

Other belting manufacturers state that they protect the hardware trade to the extent of ten per cent., but admit that the trade is being cut up to the injury of the hardware merchant. The wholesale agent for one belting company is said to also handle farm implements so that his sub-agents are supplied with belting. The Massey-Harris and International Harvester Companys do not handle belting for sale to farmers, according to the manufacturers who supply them with belting.

In connection with this class of trade one manufacturer states that about fifteen years ago he offered his agency to a hardware merchant at Calgary but the retailer would not take the line up. The Great West Saddlery Company, were more enterprising, however, and their turnover in belting now amounts to a very large sum annually, the belting trade also bringing them a good trade in other lines of factory supplies. Here is a case where the hardware merchants have only themselves to blame if they have let the belting trade of that district go past them.

Retailers in the west are invited to send their views on the condition of the belting trade in the west and what steps should be taken to hold the line for the hardware trade. As manufacturing in the west increases belting will become a more important line than it has been in the past.

Openings in West.

H. A. Assinda, Handsworth, Birmingham, England, writes: "Being a subscriber to your paper I have read several interesting articles on commerce in Canada. Could you furnish me with particulars of one or two new districts where it would be possible to open a hardware store.

Editor's Note.—The information bureau of the C. P. R., states that there are openings at present for hardware stores at Cowley, Alberta; Candahar, Sask.; and Jansen, Sask. Other openings can be found by getting in touch with the Canadian Northern and Grand Trunk Pacific Railways. New towns are constantly springing up and any list issued would have to be revised every month. A personal view of the ground would be many times better than any amount of correspondence.

Linseed Oil Substitute.

J. S. Lockie, Newton, Ont., asks for the name of the makers of "Linoil."

Editor's Note.—The Canadian Oil Companies, Strachan avenue, Toronto, "Linoil" is a substitute for linseed oil recommended by the makers for use in paints on interior or exterior surfaces with the exception of whites, for which a special substitute is made.

Soapstone Tanks.

Macnab Bros., Orillia, ask for names of makers of soapstone tanks.

Editor's Note.—Write Phoenix Soapstone Co., New York, Alberene Soapstone Co., Alberene, Va., or National Soapstone Co., 385 1st Ave., New York.

Galvanized Cistern Tanks.

Burnett Bros., Newmarket, asks for name of makers of light galvanized steel cistern tanks.

Editor's Note.—Ontario Wind Engine and Pump Co., Toronto.

British Spelter.

Brand's Pure Spelter Co., Glasgow, Scotland, asks for information as to purities of spelter largely used in Canada.

Editor's Note.—There is a little demand for 99.5 per cent. purity, but the great bulk used is in the lower purities ranging from 99 per cent. to 99.5 per cent. Most of the imports are from the United States or Silesia.

Gas Lamps.

J. J. Hewitt, Medicine Hat, Alta., asks for the address of a manufacturer of portable gas lamps, also lamps on wooden stands, mission style.

Editor's Note.—The James Morrison Brass Manufacturing Company, 93-97 Adelaide street west, Toronto.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Sheffield Made Tools.—Spear & Jackson, Aetna Works, Sheffield, Eng., have made great improvements in their new catalogue now being issued to the trade. Not only is it more comprehensive in character, but it is in loose leaf form, thus enabling the catalogue to be maintained up to date by the addition of any pages or alteration of pages that the firm may issue from time to time. The catalogue is also supplied with blank sheets to be used as a memo for price changes, etc., so that the merchant has a complete reference book at his hand. The catalogue is simply indexed, and the various tools being placed under the trades for which they are used, makes reference very easy. All the lines of the firm are given, including the new high speed steel (Double Mermaid) which will harden in air blast or water, tool sets and complete ranges of saws, chisels, etc. The book has naturally a very strong cover, and is well printed. No merchant should be without such a good reference book. It can be obtained on application from the Canadian agent of Spear & Jackson—James A. Henderson, Metals & Hardware, 234 Board of Trade Building, Montreal.

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IS IT SAFE TO BOOK?

There has been much talk, among retailers more than amongst consumers, about the high price of paints and there are many who are hesitating about booking orders of paint, lead, oil and turpentine for future delivery. Are they wise in doing so?

A study of the market indicates that better judgment would dictate the placing of the usual booking orders even at present prices with a reasonable certainty that a good profit will be made on the investment. When paint manufacturers withdraw their travelers in order to avoid having them decline to protect customers against an advance on orders placed now for future shipment, as some paint manufacturers have done, it ought to be a good tip for retailers to buy.

Linseed oil is climbing higher and unless there is a record crop of flax harvested in the Argentine Republic, of which accurate news cannot be obtained before February, the shortage of seed in the United States will result in a further call upon stocks in Canada and Great Britain and prices will have to be jumped upward again. Receipts of flaxseed are very light at Duluth and Winnipeg and it is evident that farmers and speculators are holding for even higher prices.

With linseed oil as a chief constituent in white lead and ready-mixed paint, it is evident that grinders and paint manufacturers will have to secure higher prices for the stocks they manufacture during the coming winter for use next summer than they obtained for the stocks made up for the past season in which cheaper oil was used. Though retailers may be able to sell substitutes to painters who are careless of their reputations and demand a cheaper article in order to secure competitive contracts, manufacturers cannot take chances with their reputations and must use the best materials.

White lead has not advanced in proportion to the increased cost of raw materials and it along with both oil and ready-mixed paints seem to be slated for advanced prices for next season.

But with all these increases paint is cheaper to-day at a retail price of $2.50 per gallon, than it was ten years ago at $1.50 per gallon, in comparison with the relative prices of other commodities. A Chicago paint manufacturer has issued a poster to be placarded throughout the country, a dozen articles being selected for comparison. For instance ten years ago 7 1-7 bushels of oats at 21 cents equalled in value the retail price of a gallon of ready mixed paint at $1.50. To-day the same quantity of oats at 38 cents would cost $2.71, so the farmer will save 21 cents by exchanging 7 1-7 bushels of oats for a gallon of paint at $2.50 at present prices. And the same illustration can be applied to other grains, to meats, and to mechanics' wages.

If the merchant handling paint will do a little figuring along this line he will stop talking high prices and will rather refer to the cheapness of paint in comparison with other articles.

And by the same token he will hesitate no longer, if he has not already done so, to advance his retail price of paints to a point where he will be making a fair profit on his goods as well as getting prices established on a proper basis for next season.

DO NOT WAIT FOR TRADE.

The store trade is considered by many dealers as a line that will look after itself. People will only buy stoves, they argue, when they find that they really need them and no amount of advertising will induce them to buy before that time. In answer to this, it is possible to adduce a score of cases where dealers have featured the stove trade and the mail order houses strivbranch with the result that their business has increased literally by leaps and bounds. With furnaces and gas ranges entering so largely into the heating trade and rhe mail order houses striving by every means to deflect a portion of the business their way, the stove dealer to-day is in a position where he must bestir himself if he desires to keep up with his competitors.

At the same time, the local dealer is, in many respects, advantageously placed. By the adoption of progressive measures, he can effectually put his business beyond the danger of loss; it is only by torpidity, and failure to live up to opportunities that the dealer is liable to find the opposition taking his trade away. By keeping his stock up to the mark, displaying it effectively and continuously, by advertising wisely, the merchant lays the foundation of a sure trade. But let him pay no attention to stoves and fail to have his stock well kept and attractive and the one sure thing is that opposition dealers and the mail order houses will take all his customers away from him in time.

The mail order house is a dangerous rival in some respects. It is thoroughly up-to-date in its methods. The catalogues sent out are attractively illustrated and full of effective, snappy reading matter. The goods advertised on the pages of the mail order booklets look like real bargains. The dealer can counteract this by inaugurating an effective campaign of his own, the ideas and material for which can readily be obtained. He has in addition advantages over the mail order house which, if exerted, will enable him to reduce opposition from that source to a minimum.

THE METAL SITUATION.

All the way around a very good tone is being shown not only in the primary markets, but in the local ones as well, and it looks as if conditions were working towards a really staple improvement. The only weak point is the situation in tin and the fact that there may be an avalanche in London at any moment. For some weeks now the bull operators have been in supreme control and have held prices up against all the hammerings of the bear party. From time to time prophecies have been made that the position taken up by the syndicate was untenable and would have to be withdrawn, but this has not come about yet. Tin is so purely speculative that it is extremely difficult to anticipate the market even a day ahead.

Apart from tin, however, and it is not certain that if this metal suffered a rapid decline that it would disastrously affect the other metals, there is a very strong feeling of assurance all the way around, and it is a feeling based not upon speculation, but upon a real steady improvement in consumptive buying. As an evidence of the strength of copper we have only to point out that the publication of the Producers' Statistics, although they showed that copper production had not been restricted, but was almost equal to the record month of August, did not cause a sagging in prices.

It must be confessed that it is very disappointing to find the copper producers have not kept up to their promises regarding their restriction of production in October, but before we condemn them it would be well to wait for

the figures for this month. Owing to the fact that exports have been very large, and that legitimate consumption was stimulated by the producers' statement that they were going to reduce their production, statistics were more favorable than they would otherwise have been.

Spelter has maintained a steady gait and under a strong consumptive demand not only in the primary market, but all over Canada likewise, shows very great stability and without any undue inflation of prices. With the development of galvanizing, etc., the call for spelter is largely developing, and it is on this account, and owing to the fact that producers are strong enough to restrict consumption whenever necessary, that Spelter is in such a favorable position. Lead is about the weakest of all the metals, but the primary markets are in a fairly strong position. Taking things all in all it must be admitted that metals are in a much more favorable position than some weeks back.

GIVE CLERKS A CHANCE.

In planning the holiday selling campaign the merchant should divide responsibility as much as possible by giving the various members of his staff certain definite work to do.

The window trimming and ad. writing must be looked after by the merchant or an assistant as this work is of a special character much the same as bookkeeping and buying.

But in salesmanship also should there be specialization. In a store with three clerks, for instance, it will pay to place responsibility on one clerk to make a particular effort to push cutlery, silverware, shaving goods, etc., leaving the other two to specialize upon sporting goods, toys, sleds, etc., and stoves, housefurnishings, brass goods, etc.

A customer will visit the store to buy a snow shovel and the other clerks being busy the cutlery salesman will wait upon him. After the sale is made it will be his special business to try and interest the customer in one of the lines in his charge, so knowing the customer he will say:

"What are you going to give your mother for a Christmas present?"

The customer may reply that he hasn't decided yet, so the salesman can ask how her supply of silverware is, suggesting that a certain dish, a carving set, or a dozen knives, forks or spoons might be very acceptable, requesting the customer to see him again before buying anything. In many cases the customer will either ask to have something set aside or will retain later to make the purchase, the sale being a direct result of the "salesmanship" inspired by the placing of responsibility on the clerk and the promise of recognition if he is successful in his efforts.

The matter will work out very similarly in the other departments of the store and the net result should be a 25 or 50 per cent. increase in the total sales.

Encourage the clerks by giving them a chance to develop their salesmanship qualities.

Straight Talks on Hardware Salesmanship

TALK No. 2 BY VICTOR LAURISTON

On December 27, 1909 (the 26th was a Sunday, you know) a Toronto paper facetiously remarked: "It's just 363 more shopping and other days till Christmas."

That was a joke with a lot of truth back of it, and a lot of real, business gumption in its system.

Now the 363 more days have wiggled down to forty-two more days. Then Christmas will be here. But it's not quite that far to the beginning of the Christmas rush.

What are you doing to anticipate the rush?

You like that rush. It's nerve-racking while it lasts, but it means business—and you're behind the counter to transact business—and the more of it you transact, the better you'll like it.

Yet, at the same time, if there's any way of digging a wider channel of time through which the tide of Christmas trade may flow more easily, you're not averse to getting out your business shovel and your mental pick and your financial nitro-glycerine.

If you're to ease up on the Christmas rush, now is the time to do your thinking, your planning and, for that matter, your—doing. You can't do these things when December arrives, and the busy season has actually got you in its grip.

How would it be to give your Christmas advertising an earlier send-off?

You calculate, we'll say, that the Christmas season lasts three weeks. You say, accordingly, "My Christmas advertising must last also three weeks." But, really, you must push a while through the advertising columns before the tide of Christmas trade starts moving. So that, if you calculate on a Christmas season of three weeks' duration, with business doing all the time, you should start pushing a few days ahead of three weeks.

If this holds good, isn't it equally logical that, with an advertising start a couple of weeks ahead of the regular time, you'll start the business tide moving correspondingly ahead? You stand a good chance of spreading the aggregate buying over four weeks, instead of three. That means one of two things—either the same aggregate buying with less daily wear and tear, or more aggregate buying with the same daily wear and tear. You'd welcome either.

Simultaneously with your advertising talks, commence talking Christmas through your window displays. Don't just talk Christmas goods; but also talk reasons why people should buy their Christmas goods early. Tell them that when the stores aren't jammed full of people they'll have a better chance to look around; that when the clerks aren't harassed to death they'll get better service; that before the stock is depleted is the time to secure the best choice of goods. When you talk such things as these—things to the customer's own advantage—you won't need to weep over the overworked clerk, and appeal to the customer's humanity.

Then you have your steady customers. You know them. They're probably down on a carefully compiled mailing list. Get up a neat little circular letter and talk Christmas to these people through the mails. Tell them why they should buy early. Tell them also some nice, appropriate things to buy for him, for her, for them, for the relatives, and for the people-in-law. Start these steady customers of yours to think Christmas early; and, ten to one, they'll do their Christmas buying early, not merely because it's a matter of humanity, but because it's a matter of business as well.



Prepare Now for the Rush of Holiday Trade.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin.—2c advance.
Turpentine.—2c advance.

MONTREAL.

Nov. 11.—A 2c advance in tin marks the local metal situation this week. The bull operators in London withstanding the lack of legitimate consumption and the absence of inquiries on American account have been maintaining the squeeze which is now getting to record lengths for tin manipulation. It was only natural that local figures should show corresponding stiffness with primary figures. There is not apparently a lot of tin being held, and merchants are holding well to prices. Copper is unchanged, although it would not be a surprise to the market if prices went up in a short time. There is a very confident feeling as to the future, despite the fact that producers' statistics showed that production has not been checked. Spelter is very firm but no changes are made. Lead looks to be improving again. There is no let up in the tension on Canada plates, and users are anxious as to their winter requirements. Imported iron is very brisk as is only natural at this time. Prices all the way round are firm, and look in many directions to be stiffening. Trade is very good and promises to continue so as stocks in users hands are on the short side.

Pig Iron.—Delivery is being hastened in pig iron as open water is now nearly at an end, and this makes a great deal of difference to buyers in Montreal. Warehouses are being stocked, and everything made shipshape for the winter. It is likely that there will be a strong run on store iron as although users have bought well it is doubtful whether they have by any means covered themselves enough. Domestic furnaces are showing a fair amount of new business, and plants are well covered for some months. The better feeling noted last week in the U. S. iron and steel markets continues. The inquiry has improved, and although heavy buying is slack lighter orders are coming in steadily. There is a stiffening of prices in the South. Stocks are slowly being reduced. The improvement in Wall Street has also helped matters.

Tin.—An advance of 2c marks the tin situation locally. This was not unexpected especially as the bull party in London has maintained control. Buying is good despite the recent advances, for when stocks are low users cannot wait. A lot of consumers are now sorry that they waited so long as they have. Jobbing prices are now at 40c with slight concessions for good round lots. These stiff prices come at an unfortunate time as consumers using water freightage generally stock ahead around now, and it cannot be said that prices are favorable to them. The continued control in London has naturally made the open market very slow, and there is very little buying on consumption account. American orders are also quiet. It is just as impossible to get a line on the immediate future of tin as it was at any stage of the game. The only thing is that those who want the metal badly have to pay through the nose to get it.

Copper.—Copper is unchanged this week but is very firm in sympathy with New York and higher prices are anticipated. There is a very good inquiry, and buying has improved. Naturally with the advance there is a keener watch on the market, and a rise of another point should bring in a lot of new business. It speaks well for the strength of copper that the producers' statistics showing that production had not decreased in October after all did not induce a slump in prices. The recent improvement was based on the general belief that the producers had instituted a rigid restriction of production, and in fact promises were made by them to this effect. But they have not lived up to their protestations at least not yet? Perhaps it will be apparent during November. Export deliveries were very good for October, while the consumption was better. At any rate copper withstood the shock extremely well. London being speculative fell away a little.

Spelter.—Spelter is unchanged but very firm. The threatened advance has not come, however. Trade is good and there is quite a large amount of stocking up being done. The English market is firm and showing great strength. St. Louis is also gradually advancing.

Lead.—Lead both imported and domestic is unchanged under a fair demand. The English market is fluctuating, but on the whole strength is maintained, and the outlook is more promising than for some time past.

TORONTO.

Nov. 11.—The metal market continues strong in practically every line. Tin shows a tendency toward stronger prices, due to the manipulation on the London market where the syndicate still effectually controls the situation.

The copper market is still satisfactory and it is confidently expected that it will remain so. It is reported that many important agencies are well sold up to the end of the year. The producers have not carried out their promise to limit the output but as the consumption has gone up, the necessity for a limitation of operations seems to have been to some extent obviated.

Flurries on the primary markets in many lines as a result of the United States election returns have not been reflected locally and are not regarded as likely to have any effect.

Pig Iron.—There has been more movement in pig iron. Practically all steamers with consignments of this line have now arrived and the stock is being rapidly taken up. Quotations are: Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee, No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence, No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—The market locally has shown signs of increased strength, although no change has been made in quotations as yet. Ton lots sell at 39c and for smaller bulk 40c and 41c is obtainable. It is impossible to say what the next week will bring forth but there is a strengthening tendency. The demand here continues strong but is confined mostly to small lots, the dealers seeming willing to live from hand to mouth while present quotations rule. The level is still maintained on the primary markets.

Plates and Sheets.—Canada plates are coming forward more freely now but the greatest rush seems over. Enquiries are less frequently received; although the demand is still strong. Many orders are being received for next year both for Canada plates and galvanized sheets, the dealers being determined to escape the consequences of any shortage such as was experienced this year. No hope is held forth for lower prices next year.

Copper.—The copper trade is still showing firmness, though one firm reports a lack of big inquiries. From other sources, however, reports are received that indicate no loss of activity. The production continues as large as ever but fears that the market will be overloaded are not now entertained as the consumption is increasing at a rapid rate. No changes are recorded locally.

Lead.—Domestic lead is quoted at $3.75 and imported lines at $3.80. The market continues strong with a heavy demand.

Spelter.—The demand for spelter is as strong as ever and advices are to the effect that the supply is not proving adequate. This condition has not resulted in any price changes, local quotations ranging from $6.15 to $6.25. That the present high level will be maintained is a safe prediction from present indications.

Old Materials.—The approaching close of the open season is making it more difficult to obtain supplies of old metal and prices are fluctuating slightly. Scrap zinc, which was quoted last week at 4c is to-day figured at 3 8-10c. Heavy copper and wire remain at 11¼c and 11½c; heavy red brass 10¾ to 10½c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c. Machinery cast iron No. 1 is firm at $14.50 but some firms quote the following increases: No. 1 wrought iron $10 to $11; malleable $8 to $10 for No. 1; miscellaneous steel, $6 to $7. The increase in these lines, however, is not as yet general. Stove plate is quoted at $13.

HARDWARE MARKETS

MONTREAL.

Nov. 11.—Trade is showing the nearing approach of the Christmas demand, as goods which can be classified as holiday lines are becoming very prominent. Cutlery, silverware and fancy articles in brass, gun metal, leather, etc., are in active demand, and the range of ordering has greatly widened. As time goes on it is more and more evident that the hardware trade is bent on securing a good proportion of the holiday demand, and there is no other trade in a better position to do so.

The demand for general household lines maintains very regular strength and orders are well assorted, and show careful but confident buying. Enamelware is prominent, and the ordering is well distributed over the many grades and classes. Utility articles such as bread makers, meat choppers and cake mixers show steady movement, while seasonable lines such as weather strip, snow shovels, sleigh heaters are in satisfactory call in a sorting up way. Skates and hockey sticks are prominent. Lumbermens' supplies are now showing up well especially boot calks. Snowshoes are fair. Builders' hardware, and other staples such as bolts and nuts, nails, bar iron and steel keep up a steady flow and business all the way round may be described as being very satisfactory. Prices are undisturbed, and the tone of the market is very firm.

Cutlery, Silverware and Fancy Goods.—These lines form a large proportion of the goods now being shipped, and quite a festive element is being introduced. Cutlery, scissors, silver and plated ware of all kinds, glass, china, metal and leather lines are among the goods in request. Shaving sets, razors, manicure sets, watches and clocks, are also prominent. There is a good tone all the way round.

Seasonable Lines.—Sorting up orders in weather strips, sleigh bells, heaters, snow shovels, stable fixtures are steady. A good consumptive demand has been experienced, and dealers are not overburdened with stocks. The cold weather has quickened the sale of stoves, ranges, and heating accessories. Coal hods, pokers, and sifters are moving well. Oil heaters and cookers are showing stimulation.

Sporting Goods.—Skates and hockey sticks are now very strong lines and jobbers' stocks are showing that strong inroads are being made upon them. Snowshoes, toboggans, and sleds are in better request. Guns have fallen off but there is a strong call still for ammunition. Air guns, boxing gloves, Indian clubs and other gymnastic lines are showing improvement.

Builders' Hardware.—Despite the approach of severe weather the call for builders' hardware maintains its strength, especially locally. The demand is of a well assorted character. We quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—Good strength is shown in bolts and nuts, the demand being evenly distributed. Buying is being stimulated by the nearing end of open water. We quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—There is a steady call for bar iron and steel. Other lines are now on the quiet side. We quote: Chain coil, ¼, $5.25; ⅜, $3.80; ½, $3.50; ¾, $3.25; 1, $3.25; anchors, 4½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire.—Wire lines are on the quiet side generally. The reduction last week is expected to quicken things somewhat. We quote: Barb wire $2.20, plain twist $2.50, coiled spring (9) $2.20, (12) $2.35, staples, bright $2.60, galvanized $2.85.

TORONTO.

Nov. 11.—There is a good all around demand in the hardware trade, the outstanding feature being the activity in Christmas goods. All holiday lines are now moving, with a strong trend toward the better grades and a marked increase in the demand for the newer lines.

Seasonable goods are selling briskly, the orders being for the most part of the sorting-up variety. Builders' hardware continues exceptionally active, for which the prolonged mild weather is the primary cause.

The jobbing houses without exception report such general activity that they are hard pressed at the present time in handling the great volumes of trade. There are no price changes listed, the expected decline in some lines of wire not having materialized.

Seasonable Lines.—Winter goods are moving rapidly and there is a consistent demand for all varieties. Among the goods mostly called for are sleigh bells, snowshovels, weather strips, blankets, girths, lanterns, sleigh bells and sleigh heaters. Household goods are selling with a little better than the usual regularity, there being a consistent demand for kitchen utensils and enamelware of all kinds.

Builders' Hardware.—The mildness of weather conditions has kept up the demand for builders' hardware beyond all expectations. Sorting-up orders are still received from all sections, the city trade being exceptionally keen. It is quite apparent that dealers had not anticipated so steady a demand and in many cases had not stocked up as fully as the trade has since warranted, making necessary a series of additional orders. The jobbers expect the call for builders' hardware to subside within the next week or so.

Heating and Lighting Goods.—A temporary slackening is reported in the stove trade, due to the mild weather. When the arrival of the first really cold weather is delayed, the trade is spread out over a longer period, the demand reaching its climax in the days immediately following the cold snap. Stove manufacturers and dealers say they would like to see the present rainy weather continue for another week at least, as it would give them a chance to catch up on their orders before the final rush comes along. Prices remain firm in all stove lines. The demand for heating accessories, pipes, plates and sheets, pots and pans, hods, scuttles and lifters, continues brisk.

Sporting Goods. — The transition period has been reached in regard to sporting goods. Demand for summer and fall lines has been reduced to the minimum and winter sporting goods are not yet moving as briskly as they would if the weather were more seasonable. Still skates and hockey supplies are selling fairly well and there is some demand for guns and ammunition.

Heavy Hardware. — Bar iron and steel are still in demand. Bolts and nuts are being shipped freely with a good supply on hand to meet the demand. There are no changes in the price schedule. The discounts on carriage bolts are quoted: ⅝ and smaller, 70; machine bolts, ⅝ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—Holiday lines are rapidly assuming heaviest proportions. There is a consistent demand for cutlery, knives, carving sets, chafing dishes, brass goods, china, metal toys, metal clocks and copper goods. Razors and shaving accessories are selling well. Cut glass goods will figure prominently in holiday displays this year. Most orders are for immediate delivery, showing that the dealers are anxious to have the goods on hand for display as early as possible.

Wire.—The expected decline in several lines of wire has not yet been effected. In view of the slackness in demand at present, no action may be taken in this regard.

U. S. METAL TRADE.

New York, November 9.—The Iron Age says: An election result with so few surprises as are found in Tuesday's returns could not have an important effect upon business. The campaign saw no placing of orders for iron and steel contingent upon the election outcome, in the way that has often been done. Leaders in the trade are now simply waiting for events, with no definite expectation of anything beyond what has already been indicated concerning rail purchases. In making up orders at this time for 1911 the railroads are only making the usual provision for early rollings to insure spring deliveries.

HARDWARE TRADE GOSSIP

Ontario.

Joseph D. Kegle, L'Original, tinsmith and plumber, has assigned.

E. W. McClung, hardware merchant, Elk Lake, has assigned to W. J. Henderson.

A by-law granting exemptions to the Penberthy Injector Company has been carried at Windsor, Ont.

The Bond Hardware Co., Guelph, employees, have organized a hockey club and will enter the Guelph city league. Officers elected were: Hon. Pres.— W. G. Howell; President.— H. E. Black; Sec.-Treas.— C. Chubb; Committee.— B. Farrow, H. B. Mercer, G. Dawson and H. Mahoney.

A new stove company is to be started in Guelph. The property of the Grundy Stove Co. has been been purchased by James Fowler, of Toronto, who will commence operations as soon as an extra piece of property is secured, application for which has been made to the city council. The city holds the property in question and will undoubtedly turn it over to the company.

Last Saturday evening, Miss Jean Macdougall, head book-keeper and auditor of Ingram & Davey, St. Thomas, was called to the office and presented by the employers and staff with a cabinet of pearl handled knives and forks, as a slight token of appreciation, on her approaching marriage to George Rawlinson, Detroit. Expressions of regret and good wishes were extended to her by her fellow employees.

Mr. Willis Mitchell, of Jas. Cartland & Sons, Birmingham, England, who has been making a business tour of Canada with his son, recently met with a serious accident, a fall from the slippery steps of a railway car resulting in a badly dislocated shoulder. This has caused some delay in his calling upon many of his customers from whom he has received the greatest sympathy, but he intends completing his journey during the next three or four weeks before leaving for England.

Quebec.

The Danville Asbestos & Granite Co., Danville, Que., has obtained a charter.

Western Canada.

W. R. Huxley, Edmonton tinsmith, has sold out.

The Warnken Hardware Co., Winnipeg, have incorporated.

Jos. Bradley has started a hardware business at Amulet, Sask.

J. M. Sutherland has started a hardware business at Birch Hills, Sask.

T. H. Pollon, Dauphin, Man., hardware, has moved into his new block.

James A. Anderson has started a hardware business at Drinkwater, Sask.

Spragg and Hubbs, hardware, North Battleford, Sask., have suffered loss by fire.

Morris & Taylor, hardware dealers, Castor, Alta., have sold to the Williston Trading Co.

Gilmour & Plumridge, hardware and wall paper dealers, Winnipeg, have dissolved partnership.

The Nelson Hardware Co., Nelson, B.C., has paid $26,000 for the Ashdown hardware block on Baker street, that city.

H. J. Fumerton, dealer in hardware and furniture, Reston, Man., is discontinuing business there and is starting at Jarrow, Alta.

In a recent fire in Yorkton, Robt. Lee lost $1,600 in tools, paints, oils and vehicles. On the stock, insurance to the extent of $800 was carried.

J. H. Ashdown, wholesale hardware merchant, Winnipeg, has donated $25,000 to the fund being raised to construct a new Y.M.C.A. building at Winnipeg.

Carl Steven, general manager of Felten and Guilleaume, Germany, one of the greatest cable and wire manufacturers of Europe, is touring the west accompanied by W. F. B. Henry, of Watson Jack & Co., Montreal.

Charles Hunter, of Hunter-Kendrick Co., Phoenix, B.C., with J. R. Saunders is planning the opening of a branch of their hardware business in Merritt, B.C. They have purchased a lot in that town and will put up a new building. Mr. Saunders is manager of the firm's store in Greenwood.

Maritime.

The contract for builders' hardware required for the new Y.M.C.A. building, Halifax, has been awarded to Stairs, Son and Morrow.

The Cummings Brass, Iron and Wire Co. have been incorporated by F. J. Cummings, Toronto. Thos. Cummings, W. J. Cummings, H. R. White and W. M. Sharpe, of Winnipeg. The capital is $50,000.

United States.

The Duff Manufacturing Company, Pittsburg, Pa., manufacturers of lever and screw jacks, have purchased the business of William Forgie, Washington, Pa., manufacturer of oil well jacks.

PAINT MANUFACTURER DIES SUDDENLY.

General regret will be felt among the trade at the death, after a short illness of John M. H. Robertson, of the James Robertson Co., manufacturers of paints, metals and plumbing goods, Montreal. Mr. Robertson was only 42 years of age. All his business life he has been associated with the firm of which his father was the founder. On the death of the latter some years ago Mr. John Robertson assumed the presidency of the company, and under his control the business was extended considerably, branches being conducted in Toronto, Winnipeg, Vancouver and St. John, N.B. with an affiliated business at Baltimore, Maryland. Deceased leaves a widow and three children, and three brothers, James A., Alex. A. and Chas. M. Robertson all of whom are associated with the business.

The funeral was held on Wednesday at Mount Royal cemetery, Montreal, and was attended by the staff, members of the masonic order, and friends. The funeral was conducted at the house of the deceased, by Rev. M. A. Campbell, pastor of the First Presbyterian church, whilst Rev. Dr. Charters, masonic chaplain, officiated at the grave, and paid a tribute to the memory of the deceased. The chief mourners were the three brothers.

The late Mr. Robertson was a man of retiring characteristics, but was highly regarded in business circles of the city. He was a member of St. Gabriel's church, and for some years acted in the capacity of trustee.

CATALOGUES.

Competion for Children.—The Ontario Lamp & Lantern Company, Hamilton, who recently announced a competition for children, in circulars to be enclosed in shipments of Ontario Lantern Footwarmers, announce that a great deal of interest is being manifested in the contest. Many dealers, however, have written for a supply of the the leaflets without ordering a supply of the footwarmers. The competition is confined to dealers buying these goods.

PUSH SCREEN PAINT NOW.

Thrifty housewives are taking down the fly screens for the winter. These should be given a good coat of special screen paint before storing them away. The ordinary wire screening is so flimsy that once rusting starts it is but a short time before the screen is ruined, especially when stored in a damp cellar. Get up a suitable window display of screen paint and call attention to the necessity of painting screens before storing them. By painting screens every Fall the cheapest screening will last indefinitely. Talk screen paint over the counter. Like all paint and varnish specialties, screen paint pays a good profit.

PRIZE WINDOW COMPETITIONS

From present indications there will be a larger number of contestants in the window display competitions now being conducted by Hardware and Metal than in any previous contest. Although the month of November is yet young, another photo of a spotring goods display was received this week and many others are heard from which, if good photos can be obtained, will be forwarded for entry in either the "fall goods" or "sporting" window competition. Photos must be forwarded not later than Dec. 1 and the two $5 cash prizes offered are open to hardwaremen or clerks in towns under 5,000 population and towns and cities of a larger size.

Then next month the Christmas window competition will be conducted under similar conditions.

News and Methods of Canadian Hardwaremen

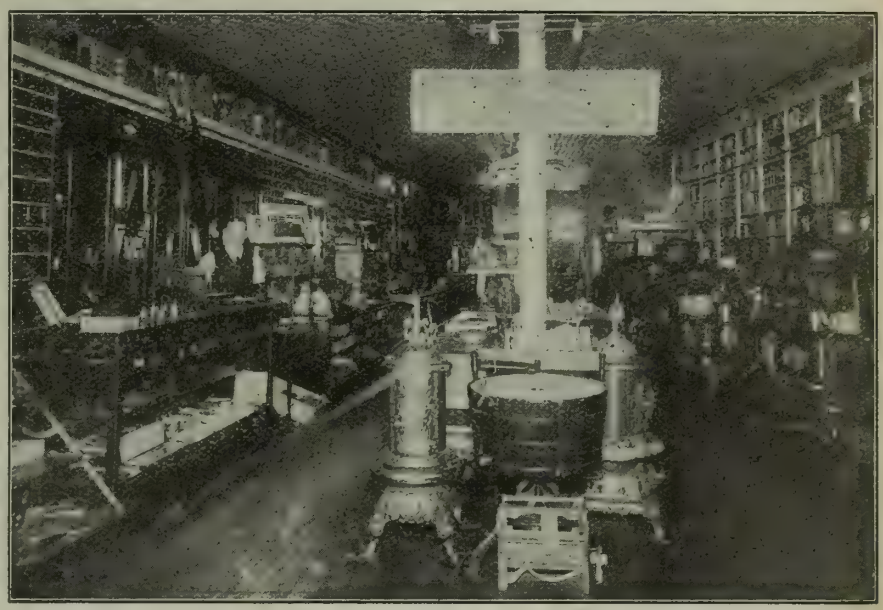
St. John, N. B., Firm Occupy Fine New Store — Library Voting Contest at Newmarket a Good Trade Bringer — Waterloo and Preston Firms Establish Electrical Departments — Bracebridge Merchant Uses Simple Mechanical Device in Window.

NOVEL VOTING CONTEST.

Newmarket, Nov. 8.—G. A. Binns, has rearranged the interior of the store he erected here a year ago, and with a new hot water heating system now has a very complete store. The new arrangement has made it possible for him to devote a good space to stoves and ranges, in which line he has had the best year in his experience, there having been over 100 new houses erected here during the past year. This has also meant a big increase in the volume of trade done in the builders' hardware and mechanics' tools departments.

Mr. Binns has also catered to the automobile trade, and being on the main road from Toronto to Lake Simcoe, has made his store popular with autoists by carrying a supply of spark plugs, batteries, tires, etc. His trade in benzine has been particularly large, drivers of motor cars preferring to secure supplies from stores equipped with Bowser tanks. Mr. Binns expects to operate a car himself next year, using it to develop his trade amongst the farmers of his district.

An effective display which sold over a dozen of "Perfection" oil heaters, and several open coal grates, was arranged by Charles Byford, clerk for G. A. Binns, a week ago. The window represented a library, and the stoves helped to illustrate how cosy a room could be made by using an oil heater or fire grate. The bookcase, valued at $150, is being offered as a prize in a voting contest. One merchant in each line of business gives a vote for each ten cent purchase until March 1 next, and the Sunday school, public school, lodge or other public institution, securing the largest number of votes gets the library free. The contest is exciting a great deal of interesst locally, and will be a means of increasing the trade of the merchants interested in the competition.



Rearranged Interior of G. A. Binns' Store at Newmarket.



"Library Contest" Window Display Th at Sold Several Heaters.

FINE NEW STORE.

St. John, Nov. 9.—A handsome and commodious addition to the retail and wholesale hardware establishment of W. H. Thorne & Co. is now nearing completion, and will be opened for business about November 15. As stated some time ago, this firm purchased a large five-story brick building on King street, at right angles to their stores on Market square, and connected with the latter by passages at the rear. For some time workmen have been engaged in remodelling the structure to suit the requirements of the new owners, and the store fixtures are now being installed.

The ground floor is fitted with white painted steel walls and ceiling, and modern electric light fixtures. One side of the salesroom (which is 50 feet long by 40 feet wide) is occupied by a glass fronted wall showcase, and the other side is fitted with a wall case for about half the length, and with shelves for the remaining portion. Nine large silent salesmen showcases occupy places on the floor at the sides and centre. All these cases are made of solid walnut, and are very handsome. In them will be displayed silverware, cut glass and fancy goods, the entire floor being devoted to this branch of the trade.

The two large show windows at the front are fitted with mahogany panels at the rear and sides, and afford an excellent opportunity to display goods in an attractive manner, the fittings being in accord with the high class of goods to be shown. At the rear, in a balcony, is the desk for the cash carrier system, and alongside an electric passenger elevator.

The second floor will be devoted to a retail salesroom for phonographs, with

stands for records, etc., brass goods, such as fire screens, scuttles, etc., and andirons, and during the holiday season a portion of it will be used for toys, of which the firm secured a supply during one of the members' recent visit to the continent. This latter departure is somewhat of an experiment, as they have never heretofore gone after the toy trade. On this floor will also be shown a line of tiles, and later mantles may be added to the stock.

The layout of the three upper floors has not been definitely decided, but they will be used for warehouse purposes mainly. A new feature will be a machinists' room, where repair work can be carried on. A member of the firm pointed out that in a large establishment such as theirs, there is an almost constant demand for the services of a practical machinist. He would make repairs to the cash system or other matters about the stores, and also any minor repairs that might be desired by customers. He could also do such work as sharpen skates, knives, etc. In the basement, a concrete floor has been put down, and the toilet rooms and dressing rooms will be located there, as well as the furnace for heating, there being a division between the two.

Before the purchase of the new addition the firm had 87,400 square feet of space for their wholesale and retail business, so that they now occupy 99,400 square feet, which they claim is the largest hardware establishment in the maritime provinces.

NEW EXPLOSIVE FACTORY.

Wallaceburg, Nov. 8.—The Dominion Carlite Explosive Co., Ltd., capitalized at $100,000, has been formed to manufacture "Carlite" a new explosive said to have a greater power than dynamite or nitroglycerine, and at the same time to be much safer. Plans are now being prepared for the erection of a factory here. The company was organized by Harvey P. Bostaph, of Windsor, and J. M. Hess of Wallaceburg, the former being manager. Other shareholders are Count von Oberstorf, of Berlin, Germany; Reinold de Toll, London, Eng.; D. A. Gordon and H. Weese, of Wallaceburg. The first named gentlemen are interested in foreign factories where Carlite is manufactured. The capital stock may shortly be increased to $1,000,000.

ESTABLISHES ELECTRICAL DEPARTMENT.

Waterloo, Oct. 11. — The arrival of Niagara power induced the Conrad Bros. to go into electric motors as a side line. Most of the local industries are finding it necessary to replace their motors, and there is a wide field for trade as a result. The enterprise of Conrad Bros. has been rewarded by a number of sales already. Another new feature adopted by this firm is the sale and installation of electric and gas lighting fixtures. They have added a competent electrician to their staff, and, although the department is only a couple of weeks old, have already secured several contracts, and have prospects of a good trade.

A window display in M. Wiechel & Son's has attracted much favorable comment. It represents a hunting scene, the back and side of the window being lined with bark, with square holes cut to represent windows. The floor is strewn with leaves, and in the centre is a camp fire, with a small kettle suspended over the embers in the regulation way. Seated beside the fire is a very good representation of a colored gentleman, cleaning a rifle. In one corner is a bunk, on which another colored gentleman is reclining. In another corner a dog is tied. Around the walls a number of articles pertaining to the chase, are placed.

A RECORD HEATING TRADE.

Galt, Oct. 11.—Building has been brisk in Galt this year, and there has been as a result a good demand for builders' hardware, but the feature of the trade has been the stove and furnace business. Allan & Mackenzie report that the demand for furnaces has been entirely out of proportion to the records of past years. Right from the first of the year they have been kept busy installing furnaces, and at the present time, despite the lateness of the season, have a number of contracts still to fill. In some cases it has been found necessary to temporarily instal heaters in houses until the furnaces can be put in. The same firm have been pushing the sale of gas ranges and heaters, and at the present time both store windows are devoted to a display of these lines.

Browne & Tait have had a good stove trade. They have featured the heating lines in their store, and this, assisted by the advertissing of the manufacturers, has brought ready sales. Between Saturday last and Tuesday afternoon, no less than twelve stoves were sold. Mail order competition has not been in evidence in Galt.

Allan & Mackenzie are carrying English crockery and other lines somewhat out of the ordinary, with best results.

Hammill & Moore have been successful in an attempt to improve their coal oil output. The competion from traveling peddlers was so keen that this enterprising young firm decided to adopt new methods in coping with them. By paying close attention to this line, meeting the price of the oil trader, and featuring coal oil in every way, they have jumped their sales to 125 gallons a week. This firm are already displaying iron toys and other Xmas lines.

NEW BRASS GOODS FACTORY.

Windsor, Nov. 8.—By the granting of the customary exceptions, Windsor has secured the Canadian branch of the Winkley Company, an American concern. A separate company, known as the Winkley Company of Canada, Ltd., has been incorporated, with a capital of $100,000. The concern will manufacture brass goods. Temporary quarters have been secured in Windsor, with the intention of starting manufacturing operations at once. If the necessary by-law is carried in January, a $15,000 factory will be erected.

MOVING BARREL IN WINDOW.

Bracebridge, Nov. 8. — Kirk Bros., grocers, used a novel mechanical device to attract attention to their Thanksgiving Day window display. A large barrel, decorated with apples, was hung to an electric attachment, which caused the barrel to swing like the pendulum of a clock. The idea might be worked into a cutlery window, by decorating a barrel or keg with tableware.

EXTENSIVE HOLIDAY CAMPAIGN.

Berlin, Oct. 11.—The P. Hymmen Co., hardware and plumbing, have already planned an extensive Christmas campaign. Not only are they displaying prominently the best lines of brass goods, cutlery, carvers, etc., but a table placed in the centre of the store has been given up to toys and Xmas goods for children. Mr. Hymmen states that he has already laid in a complete stock of toys, mostly of the iron variety, and about the last week in November will remove all goods from the centre of the store, and devote that space entirely to Xmas lines.

He is planning an extensive advertising campaign to begin at the same time, his method being to advertise in the local papers twice a week, taking large space. In addition, he will issue a circular giving full particulars of his holiday stock, provided that he can find the time to prepare it. Last year was Mr. Hymmen's first experience with toys as a Xmas feature, and he is convinced that it is a line well worth attention.

J. Fennell & Son are carrying out their Saturday sale campaign, and are meeting with success. They advertise a list of low prices on practically all lines of hardware goods for the one day only, and draw a large amount of business on that date. That Fennell & Son believe in doing a thing well is evidenced by the space in the local papers that they use in advertising these Saturday sales.

W. Knell & Co., hardware dealers, tinsmiths and plumbers, have completed the erection of a workshop at the rear of their new store. It is large and roomy, with wide windows, making the space within unusually light. Mr. Knell states that he is contemplating a further addition next year which would more than double his workshop accommodation.

L. Snyder, formerly head salesman with G. E. Potter, hardware merchant of this city, is now with W. Knell & Co. He was succeeded by Oscar Klinck, formerly with George A. Richardson, Guelph.

Stephens

Transparent Liquid Wood Filler

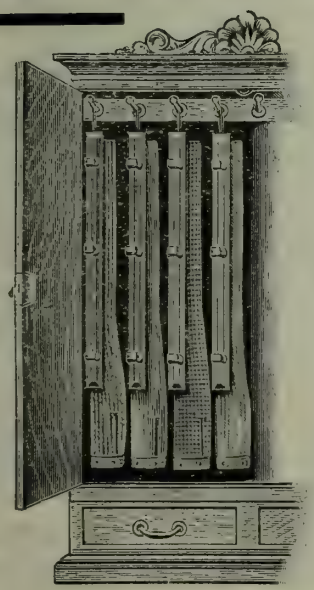
Is a Filler for Practical Men

Won't crack or peel.
Need not be sand-papered.
Fills the pores of the wood and gives a coat equal to Hard Oil Finish.
Can be used on any close grained wood.
A popular, well-known filler, which we guarantee to be all we claim for it.
The most uniformly reliable filler made.
In quart, half-gallon and gallon cans.
Price---very low, considering the excellence of this filler.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY



TERRY'S

"AVECTA"

Patent Trouser Pressers and Stretchers

Over 200,000 Sold.

This is a wonderful line, retailing in England at 30 cents, one which cannot fail to create interest in your store.

Send for Sample Parcel and Terms.

Herbert Terry & Sons,
Novelty Works,
Redditch, England



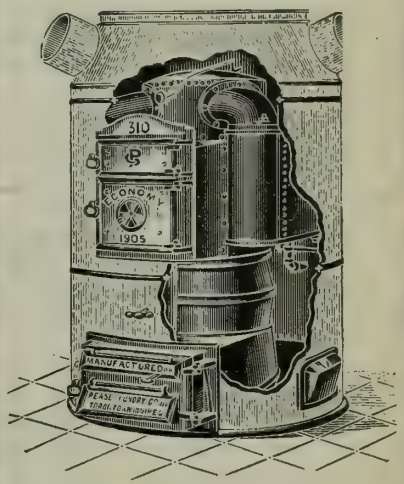
THE "AVECTA" TROUSER STRETCHER.

Six Five Dollar Prizes are offered by the editor of Hardware & Metal for photos of window displays arranged by Canadian hardware merchants or clerks. Competitions close Dec. 1. and Jan. 1. See particulars elsewhere.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 10.—Just now the ordering is heavy in a wide range of hardware supplies. This is caused by the sudden downward movement of the thermometer, and the fall of snow which both tend to stimulate sporting and winter supplies. Skates, hockey sticks, sleigh bells, robes, lanterns, and all kinds of heating stoves are receiving special attention.

The approach of Xmas, also, has increased the trade among wholesalers, and everyone anticipates an excellent season.

Tin plate and all tinware is very firm in price, resulting from a shortage of production on the English market.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates—Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24. $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

U. S. METAL MARKETS.

Announcement is made that rail prices will be quoted hereafter by the pound instead of the gross ton—an innovation that has been long considered. The familiar $28 quotation for a 2,240-pound ton of Bessemer rails is replaced by 1.25 cents per pound, which is the identical rate of the past nine years. Open-hearth rails, heretofore $30 a gross ton, are now 1.34 cents per pound. Extras for lots less than 500 tons and 20 tons, respectively, correspond to the $2 and $4 heretofore charged, making the price for Bessemer rails 1.34 cents in less than 500-ton lots and 1.43 cents in less than 20-ton lots.

October has the distinction of bringing out a larger business in foundry iron than any month of the year, with average prices lower than for any other month. The buying has been well distributed, both as to sections and classes of foundry product. The leading radiator interests have taken 50,000 to 60,000 tons on this movement. Steel-making pig iron is weaker.

GOOD AND BAD PUTTY.

One would think that putty, at its best simply whiting (a very cheap article), and linseed oil, would be nothing but pure and good, yet our own experience does not support this view. Our own windows are a sight. We bought the putty for pure putty. Of course, we saw it was not when we opened the can. It had a coarse look, it felt coarse, and was ropey and sticky, smelling vile. Why did we use it? Had to. Job had to be done right then. Now, all that putty (so-called) must be gouged out and new putty put in its place. What a job! I shall mix the putty that goes in. With best floated gilders' whiting and raw oil I will mix it up and knead it up, and roll it out and pound it, and then let it lay for two days. Then I will knead it some more, pound it a little more, then use it, if ready, and if not will place it in a clean can and put a lid on the can to keep the air and dirt away. That will be PUTTY.

Maybe it is not so simple a thing, after all, this putty. If it cost ten cents a pound instead of three, it would be more appreciated. It is so common that we lose respect for it. To make good putty there is only one kind of whiting to use, and that the best. Then it must be dry or it will make poor putty. If the best whiting, as we may say, has been improperly or carelessly prepared by the maker, then there will be trouble on account of free lime in it. Some samples of whiting have been found to contain pieces of flint, and that won't do. So you see how careful the putty maker must be in order not to make poor putty when he aims to make good.—American Paint and Oil Dealer.

THE WHITE MOP WRINGER

Do you realize what this TRADE MARK means to you? You can safely loan the wringer that bears it to intelligent housekeepers who mop floors, oilcloths, or carpets, and in nearly every case a wringer loaned is a wringer sold.

Much more than this, each one sold sells several more.

Your jobber should have them. If he does not, write to us.

The Old Reliable

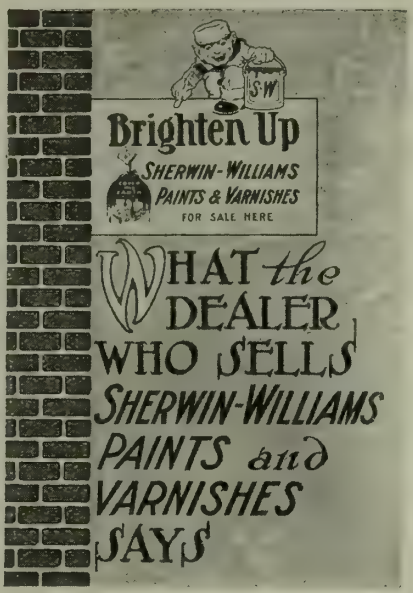
WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Little Stories of Paint Selling Success

This attractive little pamphlet will interest every merchant who sells paints and varnishes. It tells in their own words the stories of how and why these dealers have had far more than the average success with their paint and varnish departments.

One merchant tells how he overcame the objections to increased prices and increased his sales at the same time.

Another tells how the S-W Decorative Department was instrumental in helping him keep two painters busy all summer. He gets $2.75 a gallon for SWP and is doing four times his last year's business.

One dealer tells why he considers the Sherwin-Williams Agency a "Privilege."

The pamphlet contains illustrations of the stores where these successes have been worked out, and of the men who created them.

The book, while small, is a mine of valuable, practical pointers on successful paint selling. You ought to have this information. Write for it now. It's free. Ask for the F323.

THE SHERWIN-WILLIAMS CO. 997

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES, MONTREAL.

BRANCH OFFICES AND WAREHOUSES, TORONTO, WINNIPEG AND VANCOUVER.

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



"LION BRAND" VARNISH

UNIVERSAL For interior and exterior use. An exceptionally nice working varnish with the wearing qualities.

No. 99 Hard Oil Finish A pale hard oil varnish for interior finish. Dries free from tack in a few hours. Gives a good gloss. The best of its kind.

FLOOR VARNISH A wearproof, waterproof, tough elastic varnish. Will not mar or show heel marks.

ALL ORDERS FILLED PROMPTLY

The Winnipeg Paint and Glass Company, Limited

EDMONTON WINNIPEG

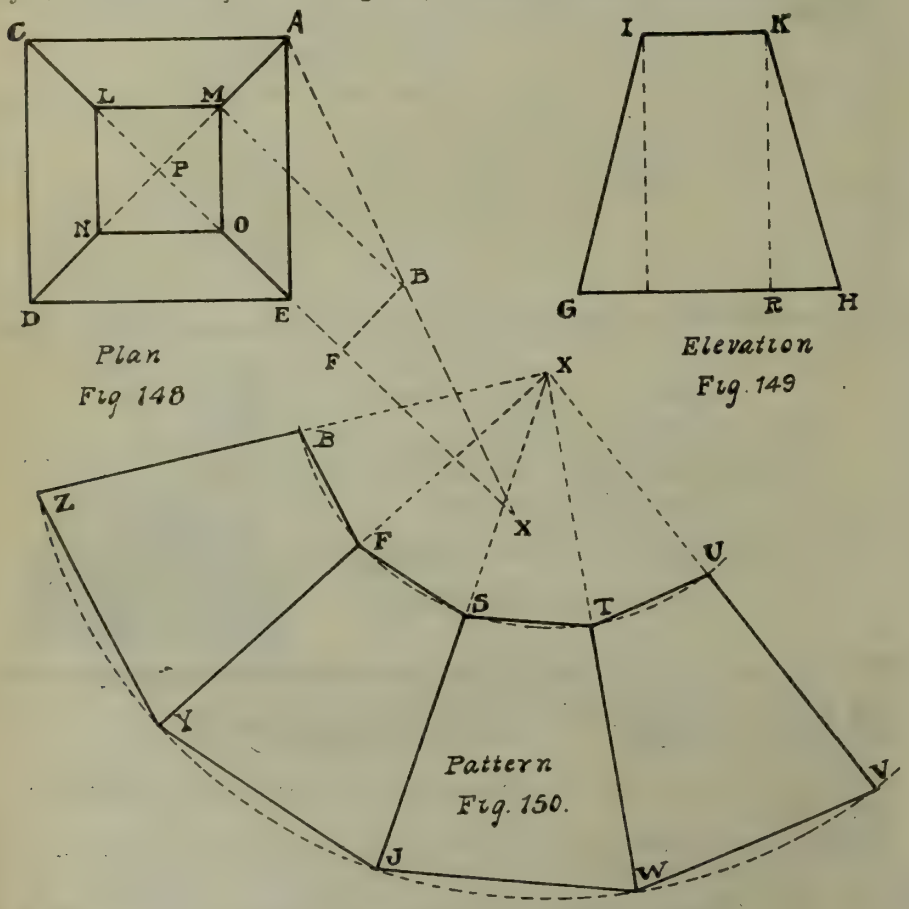
THE CALGARY PAINT AND GLASS CO.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

ENVELOPE FRUSTUM OF SQUARE PYRAMID.

Let G H K I be the elevation of the article, C A E D the plan of the larger end and L M O N the plan of the smaller end. Produce the hip lines C L, A M, etc., in the plan to the center P. Construct a diagonal section on the line A P as follows: erect the perpendicular P F, making it equal to the straight height of the article, as shown by K R of the elevation. Likewise, erect the perpendicular M B of the same length. Draw F B and A B. Then P A B F is the diagonal section upon the line P A. Produce A B indefinitely in the direction of X, and also produce P F until it meets A B extending in the point X. Then X is the apex of a right cone and X A the side of the same, the base of which, if drawn, would circumscribe the plan C A E D; therefore, from any convenient center, as X of Fig. 150, with X A as radius, describe the arc Z Y J W V, and from the same center, with the radius X B, draw the arc B F S T U, both indefinitely. Draw Z X, cutting the smaller arc at point B. Make the chord Z Y equal in length to one side, C D of the plan, and Y J to the other side, D E of the plan, and so on, until the four sides of the base have been set off. Draw Y X, J X, etc., cutting the arc B U in the points F, S, etc. Then draw the chords B F F S, etc., thus completing the pattern.—E. R. Probert in American Artizan.



Envelope of the frustum of a square pyramid.

MEETING PEDDLERS' COMPETITION.

Familiarity with the roads immediately surrounding the town and a knowledge of the financial condition of those who live in the surrounding country admirably qualify the enterprising dealer to make a drive for more stove business, says the Metal Worker, in arguing that it is a good plan to drive through a country with the delivery wagon which has been freshened up with paint ready for the fall trade and with a picture of a stove on each side on the curtains.

Preparations for such a trip include the provision of circulars of different kinds of stoves which are carried in stock, and which are likely to be needed by the people in a farming community. These circulars should be left with the people visited and who want time to consider making a purchase.

The personal visit to the house naturally will bring the stove dealer into the kitchen to see the condition of the cooking apparatus already there. If it needs replacing he can in many instances make a sale on the spot if he has come properly prepared.

Do What Range Peddler Has Done.

A pair of horses hitched to the delivery wagon can easily pull the man and one of his cheaper help as well as a good heating stove of some type, either a square parlor heater or an oak stove, and also one of the best class of ranges which he is offering to the trade. If he finds a cook stove in such a dilapidated condition that it will not serve through another winter, it will frequently be a simple matter to secure permission to disconnect the old stove and set the new stove up in its place. In many instances this will be exactly what the steel range peddler has been doing in different parts of the country to make inroads on the trade which should belong to the local stove dealer.

If the stove is found in a reasonably good condition, but only needing repairs, it is a first-class opportunity to get a list of the parts needed and come away with the order for the castings, which can be called for on their arrival at his store. Many dealers make it a point to get such orders and send a postal card to the buyer when the repairs have arrived.

The personal visit affords the opportunity to inquire what condition the parlor stove is in and whether or not it is qualified to keep the warm temperature in the sitting room. If the stove is small for the work and it has no attachment for heating the chamber immediately above, it is good opportunity to explain what can be accomplished with the modern parlor heater by running a pipe from the top of the stove to a register in the floor of the room above, or, in other cases, the stove-pipe radiator or drum can be placed in the room above and the smoke pipe taken from the top of it to an opening in the chimney on the second floor.

NEW ELECTRIC OVEN.

A Toronto man has invented a new electric oven, which has stood a rigid test. Heretofore electric cookers have been impractical owing to the heavy cost of operation, but this one was proved to be very economic in its consumption of the "white coal." It works somewhat on the principle of the fireless cooker. The food is placed in the receptacle, the power is turned on, and the oven does the rest. The cooker is automatic in its construction, and the food cannot possibly be burned, no matter how long it is left in the oven.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

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NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

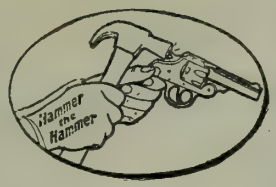
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, - - - 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

Sales Agents:
ONTARIO—
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London Rolling Mill Co., Ltd.

London, Canada

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—General hardware business, located in one of the best farming districts of Ontario, two railroads. Stock will run about $4,600. Will sell at 80 cents on the dollar for cash. Box 1042, HARDWARE AND METAL, Toronto. (46)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE in the thriving village of Kirkfield, Hardware and Stove business. No opposition. Good opening for young man. Store and dwelling may be leased very reasonably. Stock about $2500. Apply to G. C. Staples, Kirkfield, Ont. (46)

ONE-THIRD CASH, balance arranged, will buy one of best businesses in British Columbia. Stock $35,000 goodwill $1000. Corner location, busiest street. Owner has made stake and intends retiring. Excellent chance to locate in coast city with big future. For particulars write, W. W., HARDWARE AND METAL, Toronto (46)

ARTICLES FOR SALE

FOR SALE—A complete set of Tinsmiths' Tools and Machines, including 31-inch squaring shears, 31-inch Stows tin folder, and 31-inch steel rollers. The D. Moore Company, Limited, Hamilton, Ont. (47)

POSITION WANTED

HARDWARE MAN, 4 years' experience managing retail business, desires position in Toronto or town on Grand Trunk east. References. Box 1047, HARDWARE AND METAL, Toronto. (48)

EXPERIENCED HARDWARE CLERK seeks position as travelling salesman for Western house. Excellent references. Apply Hy. Court, Sydney, N.S.

SITUATIONS VACANT

WANTED—Two first-class experienced hardware clerks. Apply, stating age, experience, salary wanted and giving references. All applications treated confidentially. Apply Box 1046, HARDWARE AND METAL, Toronto. (46)

WANTED—Traveler for a Hardware agency business, young man, must have knowledge of cutlery and tools. State age, experience, salary wanted and give references. All applications treated confidentially. Apply Traveler, HARDWARE AND METAL, Montreal. (36)

WANTED—A foreman for a plumbing and steam-fitting business. Box 1048, HARDWARE AND METAL, Toronto. (46)

WANTED—Stove man to act in the capacity of superintendent or general foreman of stove foundry. Good position to the right man Post Office Drawer 256, Hamilton, Ont. (49)

WANTED—Hardware clerk. Must be good salesman. State experience, present salary and references in first letter. Will treat confidential. F. E. HENDERSHOT, Mount Forest, Ont. (48)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOON to every Hardwareman. A perfectly reliable fountain pen is to be found in the Betumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

MISCELLANEOUS

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

HARDWARE MEN EVERYWHERE find it most convenient and economical to remit money by DOMINION EXPRESS MONEY ORDERS, or Foreign Draft Absolutely safe—payable anywhere—no loss or delay—owest rates. Always remit by Dominion Express Money Orders. Agents all over Canada. Agencies in all Canadian Pacific Railway Stations.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont (tf)

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue Toronto.



No. 34

QUALITY COUNTS.

Last week reference was made to the fact that paint had not increased in price to the extent that other products had, and that even at present figures paint would be cheap at double the price. In supporting this one very strong point was hardly touched upon, and that was the question of quality. Despite the advances in raw materials, and the increased cost of production there has been no falling off in quality. In fact the reverse has been the case. The quality has improved.

The chemical side of paint making has been so studied by the laboratories maintained by every paint maker of repute, and machinery has been so improved, that the product is now turned out absolutely perfect in constituent proportions and thoroughly mixed. Nothing has been left undone to make the ready mixed paint of to-day as perfect as human ingenuity can evolve, while only the best, so far as raw materials go, is used. Thus all the way round the utmost attention, regardless of cost, has been given to the quality of paint and naturally to-day it is a very much better product than it was a few years back.

Leaving out the question of the increased cost of raw materials and production this minute attention to the improvement of the quality is well worth the extra cents now charged on a gallon. Quality is absolutely essential in paint, It is the one thing which makes the product of any use to the purchaser. Poor quality paint is not worth the cost of applying, for it must be remembered that the labor is the same whether the paint be good or bad. As this is two-thirds of the cost of the whole job the absurdity of using inferior paint is apparent. Poor quality paint means that the job has to be done over two or three times during the period that good quality paint will last, and at the same time it can never look as well or last as well. Paint should act as a preservative as well as beautifyer. If it fails to do either it is so much waste of money.

The assurance that the quality of paint in reputable lines has never been higher than it is to-day should calm all talk as to paint being too high in price, and do away with any doubts that the merchant may have as to whether his customers will be content to pay the present prices without feeling that they are being rushed, or that they will try some other maker.

The average customer is very reasonable. He is likewise open to conviction, and when he ventures to say that the paint charges of the merchant are too high the latter has only to bring forward the points we have enlarged



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.,
Limited
TORONTO, ONT.



Carpet Tacks

Now is the time to sort up your stock of Tacks. We make all kinds.

M.R.M. Tacks are made from high-grade material. Heads are well made and uniform. Points sharp and clean cut.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

upon to convince the customer. There is little difference between quality and lack of quality so far as price is concerned, but there is a very wide gulf so far as the powers of performing the purpose for which the paint was bought is concerned. It is quality that counts in the using of paints, and the higher the quality the better the insurance that the customer is carrying on his property.

Quality must be preached first and last. If all a merchants' customers do not realize this then he must educate them. It may make his selling campaign harder, but while doing so he is making his progress solid, and he will in time gather in all those who have been bitten in other quarters by the alluring cry of cheap paint. Poor quality paint only sells once. A dealer wants to keep old customers as well as make new ones.

PAINT AND OIL MARKETS

MONTREAL.

November 11.—Turpentine, as we anticipated last week, has generally firmed up one to two cents, and the market for the present is in a very firm position. The primary markets are very bullish, and some holders are anticipating a further advance in the near future. Linseed is still about the same. The tension is not relieved in the slightest, and holders are reluctant to part. All the markets of the world are feeling the pinch.

The consumptive demand continues very good for the time of the year. Oil and colors are selling well, while the demand for ready mixed paints although falling off so far as out of door paints are concerned is extremely good for household lines. Putty is in strong demand, while varnish consumers especially the large ones, are buying well, and looking ahead confidently for future needs. White lead is firm but unchanged.

Turpentine.—The bullish condition in the primary markets referred to last week have resulted in prices locally being advanced from 1 to 2 cents. The demand is very good, and users are apparently looking ahead a little owing to a belief that the market is likely to go up another point or two if not more. We now quote: $1.02 to $1.05.

Linseed Oil.—There is very little change in conditions. Holders display no more desire to sell linseed than they did, rather is it that they are holding on more tenaciously to what they have. There is a general scarcity all over the world, and the situation is unprecedented in the history of linseed oil. Prices have been somewhat rigid, and no change is announced over last week, although all holders are not alike in the regulating of their price changes from day to day. We quote $1.08 to $1.10 for raw and $1.11 to $1.13 for boiled.

White Lead.—White lead in sympathy with linseed oil is very firm, but prices generally are unchanged. The demand has increased as the open water nears its end, and some very satisfactory consignments have been shipped. Buyers are feeling fairly confident that prices will not go back on them and that they are purchasing at a favorable time. We quote $6 to $6.50, according to brand.

Colors.—Golden ochres, chrome yellows, orange and venetian reds are showing satisfactory shipments under firm marketing conditions. Wood stains and art enamels for manufacturing and household purposes are showing active call.

Putty.—Putty is in very active demand. The market is firm in sympathy with general conditions. We quote: 100-lb drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Nov. 11.—The paint and oil market remains practically unchanged. Trade is good, considering the lateness of the season and the high prices charged for linseed oil and turpentine. There is no prospect of relief in either of these lines and the demand is nominal. Some sorting-up orders are received but the trade generally is buying only where it is absolutely necessary. The approaching close of navigation helps to some extent in stimulating trade.

Some slight changes have been made in a number of lines but none of importance. Putty in 100 lb. drums is quoted at $2.50 which is 5c better than the last quotation. In lower grades of rosin there is a slight decline but the present quotations are not regarded as permanent. The finer grades are showing an upward tendency. Gasoline is easier.

Linseed Oil.—There is no change in linseed oil. The supply is light with no present prospects of improvement. The prevailing quotation is $1.10 for raw and $1.13 for boiled but $1.12 and $1.15 respectively is asked for single barrels.

Turpentine.—Reports from Savannah this week are to the effect that nearly all the turpentine brought forward during the past ten days has been taken up to fill export orders and it is claimed that some vessels are expected shortly which will clean the market up pretty well. What is known as the "scrape" crop, about the last for the year, is now coming forward and, after the present month, receipts will probably be smaller. Advices from Savannah gives out no hope yet of lower values in the future. Locally no decrease is anticipated. It costs 97c at present to lay turpentine down in Toronto and, under the circumstances, the prevailing price, $1.05, is bound to remain firm.

Wood Turpentine.—Wood turpentine will be available in Toronto in a few days at 80c per gallon or 85c in tin cans.

White Lead.—Trading in white lead is active with prices firm. The pure



Dependon

REGISTERED

Light Hard Oil Finish

for furniture, inside walls and interior woodwook, of either hard or soft wood, dries free from tack, and can be polished in twelve hours. It is scientifically made, filtered and matured, and gives a durable finish that will please your trade.

This reliable Brandram-Henderson specialty, fully guaranteed, comes in all the usual sizes, and is a standard article with a steady sale. It will bring you trade, and help you hold it.

Dependon is one of three Household Varnishes forming a series, the other two being Everlastic Quick Drying Floor Varnish, and Gold Medal Inside and Outside Varnish.

When you next write us, do not forget to look into the matter, and let us book an order for these three splendid specialties.

Why not drop us a post card today?

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

100% PURE

100% SURE

You will Find there is a lot of SATISFACTION

in selling the paint that will build up your reputation while it is building up your profits. But no paint can do that except the paint of highest quality. To be 100% sure of the paint you sell, sell

Martin - Senour Paint

100 Percent Pure

Write today for our Dealers' Proposition.

The Martin - Senour Co., Limited

Pioneers of Pure Paint

MONTREAL CHICAGO

The Winnipeg Paint & Glass Co. Ltd.
Winnipeg



The Maritime Paint & Varnish Co. Ltd.
Halifax, N. S.

Add to your reputation and profit

by handling **Sani-Flat**, the durable **Oil Paint**, that produces a dead flat finish, smooth and soft as velvet! Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

SANI-FLAT

is made in white and twelve colours. A line that will prove a popular one in your paint department. *Write for colour card and prices.*

Benjamin Moore & Co.
LIMITED
WEST TORONTO
NEW YORK - - CLEVELAND - - CHICAGO

variety is quoted at $5.90 to $6, with "Government standard" at $5.65. There is still some talk of a future advance but nothing definiite can be predicted.

Varnishes and Japans.—The market shows no change though the demand has fallen off a little perhaps. Prices are firm.

Putty.—The demand for putty is brisk and prices are perhaps a trifle stiffer. Standard putty is quoted at $2.20, bulk in casks; in 100 lb. drums, $2.50; in 25 lb. drums, $2.60; bladder in barrels, $2.70. Quotations for pure putty are: bulk in casks, $2.50; in 100 lb. drums, $2.80; in 25 lb. drums, $2.90; bladder in barrels, $3.00.

Rosin.—At this season the demand for rosin runs to the lower grades and there have been slightly easier quotations. One grade previously listed at $7.05 per 280 lbs. was to-day offered in one case for $7. It is not impossible that a further decline will take place but it will not be sufficient to affect the market in any respect. The finer grades of rosin are becoming scarcer as the season advances and prices for these brands are becoming firmer. "G" rosin is quoted at $3.25 per hundred lbs.

Petroleum.—The market is steady and prices remain practically the same. Canadian prime white coal oil is quoted at 13c, American water white at 14½c, which is ½c firmer, Pratt's Astral at 17c.

Gasolene.—Motor gasolene is quoted at 17½c a gallon in barrel lots, which is somewhat easier. B. M. and P. Naptha is quoted at 16c a gallon in barrel lots. The demand has fallen off somewhat with the close of the launch season but the motor industry keeps trade quite brisk.

PUSHING WOOD TURPENTINE

The prices now asked for turpentine have resulted in the exploiting of substitutes, and the wood turpentine men are now to the front. Parties concerned in this enterprise held a meeting at Jacksonville, Florida, recently, to discuss matters pertaining to the industry. It was estimated that the plants represented at this meeting are capable of producing over 5,000 barrels of this class of turpentine per month.

Among the objects of the meeting was to launch an educational campaign, and to demonstrate to the consumers the qualities of steam distilled turpentine, which complies with the United States standard. Several carloads of this turpentine have reached Toronto within the past three months, and are being tested by various varnish makers. Several samples sent to the Inland Revenue department for analyses indicate that it has good qualities for painting purposes.

There are two processes known in the southern states by which wood spirit turpentine is produced. One is by having the wood that is filled with gum broken up by machinery. It is then put into a retort and steam is forced through it. By this means the gum is extracted and the turpentine produced. The other process is by putting the wood in larger bulk into steel retorts and heating it. The volatile products are driven off through a condenser and pumped into the refinery where the tar and turpentine are separated in copper stills and refined. This process has been in use now for more than ten years in the state of Florida and a spirit of turpentine is thereby produced that is claimed by a Toronto importer to be about the same chemically as the turpentine produced from gum, the one drawback being the odor.

It is expected that some of this turpentine will be offered in Toronto in a few days at 80c per gallon or in tin cans at 85c. It is understood that at least three varnish manufacturers in Toronto are using it to a considerable extent. The only objection found is the odor, which passes away to a certain degree in the heating process.

NOVEL PAINT MOVING TRUCK.

A new auto power wagon recently made by the Grabowsky Power Wagon Company, for Berry Brothers, varnish manufacturers, Detroit and Walkerville, is a replica of the now famous toy wagon introduced by this firm many years ago, and which has brought joy to the hearts of youngsters in every quarter of the globe.

The body of the auto truck is constructed of handsome quartered oak, well finished with Berry Brothers' Varnish, and has a capacity of two tons. The lettering on the truck and its general characteristics are in exact imitation of its small prototype, and the



Berry Brothers New Truck.

truck excites much comment, especially from the young folk, who instantly recognize the giant cousin of their toy wagon.

An interesting item in connection with Berry Brothers' toy wagon is the shipping of a load of Varnish overland, packed in toy wagons from Berry Brothers' factory to their New York warehouse at 262 Pearl street. The vehicle transporting this unique load is one of the new Grabowsky auto trucks and the trip with its heavy load will be practical exhibition of the good qualities of the Grabowsky power wagon.

Upon request, Messrs. Berry Brothers, Limited, Detroit, Mich., will send a card printed in colors showing their auto truck illustrated above.

PALE BOILED FLAXITE OIL

PALE BOILED FLAXITE OIL THE C.P.C. CO.

An unprecedented flow of orders for

FLAXITE
FLAXITE
FLAXITE

caused congestion in the "FLAXITE" oil department.

Our advertisement re "FLAXITE" was consequently suspended.

We have increased the capacity for making "FLAXITE" and can now ship promptly.

Orders shipped from our works in Montreal or Toronto as indicated.

THE CANADA PAINT Company, Limited

Window Glass



There Is always a huge demand for window glass at this season of the year, and though every ship coming in brings us thousands of boxes, yet the demand Is so great that sizes are rapidly being depleted. We have noted this in several of our advertisements lately, and many have taken care to complete their stocks. We advise everybody to send in orders promptly.

There is no possibility of lower prices this Fall, in fact the tendency is upward.

Let us have your order for

Star
Diamond
Double

also Fancy, Ground, Rolled or any kind of glass.

DON'T DELAY

A. Ramsay & Son Co.

Established 1842

The Paint Makers

MONTREAL

Here is the Composition of

NEW ERA PAINT

Pure White Lead; Oxide of Zinc; Pure Linseed Oil, Turpentine and Turpentine Japan Dryers, each the purest of its kind. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices

Standard Paint and Varnish Works Co. LIMITED

Windsor, Ontario

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

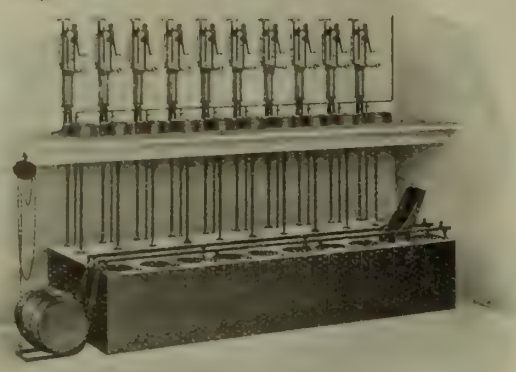
MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON"
FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL
Agent
26 Jacques-Cartier Square, :: :: Montreal



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 **contains valuable pointers on retailing oil. Drop a postal now.**

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY

IN

VARNISH AND VARNISHING

ALSO

LINGERWETT

Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.



Do you believe in— the "Horse Shoe" Fairy Tale?

Miracles do not happen in business, yet — lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"**ELASTICA**" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"**LACQUERET**" — the Household Beautifier — a prime necessity in every home.

"**SATINETTE**" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH — the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to you reputation and increases your bank balance at the same time.

N.B.—All Internaitonal Varnish Products are sold in full Imperial Measure cans.

International Varnish Co.

TORONTO LIMITED WINNIPEG

A-22

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

ADVANCE IN PRICE

To the Trade:-

Owing to the continued high prices prevailing on all raw materials entering into the manufacture of varnishes of all kinds, we have found it absolutely necessary, in order to maintain the high standard of quality that has always characterized JAP-A-LAC, to increase the list prices as follows, effective on and after November 1, 1910:

GOLD.			ALUMINUM.	
	1 gal. cans (Imp. Measure), each	$3.50		
	½ gal. cans " " "	1.95		
	Quart cans " " "	1.10		
Size No. 3	Pint cans " " "	.60	Size No. 3	.60
Size No. 2	½ pint cans " " "	.35	Size No. 2	.35
Size No. 1	¼ pint cans " " "	.25	Size No. 1	.25
$1.10	JAP-A-LAC Model Floor Sets, each	$3.25		
.60				
.35				

No change in the list price on Graining Tools, Graining Color and Crack and Crevice Filler.

All orders received after November 1st will be billed on a basis of the $3.50 list which is effective November 1st. Spring dating will be given all stock orders billed at the $3.50 list.

In view of the fact that our advertising plans include the use of large space in the leading magazines, in which the new prices will be prominently displayed and that our promotion work in the interest of the dealer will be better than ever, we urgently suggest that you send us your orders for direct shipment promptly, or, if you are buying through a jobber, send your orders to him.

We believe the dealer will welcome this advance in price, as it guarantees to him two things: the knowledge that the high quality of JAP-A-LAC will be maintained; and the establishment of a list price on which he will make considerably more profit than heretofore.

Your earnest co-operation is solicited in the way of making prominent displays of our goods, judiciously distributing our advertising matter and using our signs and window display material to acquaint the public with the fact that you carry JAP-A-LAC in stock.

The public is thoroughly acquainted with the fact that raw materials have materially advanced, and understand perfectly that goods of high quality are worth the retail prices asked.

Every dealer should secure the new prices on all goods he has in stock. This means a large profit to the dealer who talks quality and new prices. Upon request we shall be glad to send you small stickers for relabeling your stock on hand, also attractive shelf price list, showing the prices now in effect.

The Glidden Varnish Company

Cleveland, Ohio - - - - Toronto, Ont.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y

THE

HULL & LIVERPOOL RED OXIDE CO.
LIMITED

HULL and ST. HELENS (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues
Fine Leaf Glues
Town Glues, Medal Glues
Gelatine Glues
Granulated Glues

PREPARED IN OUR OWN FACTORIES
HOME AND EXPORT SPECIAL F.O.B. RATES

Charles Massey & Son
LIMITED

WATERLOO WORKS, Newcastle, Staffs.
Established 1838. ENGLAND.

London Office: 5 MILK STREET, E.C.

TRADE MARK
KEYSTONE
BRAND.
REGISTERED

WHEN IN THE MARKET FOR

Brooms

write us for prices. You will always find our goods reliable and prices right.

All Brooms made of this season's crops.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

L M & Co

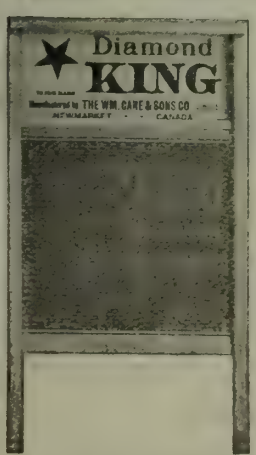
The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

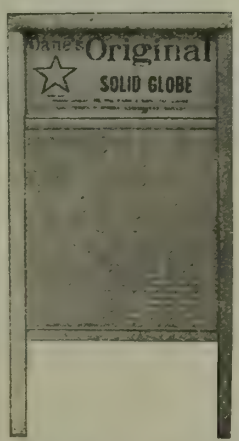
Quality is remembered long after price is forgotten

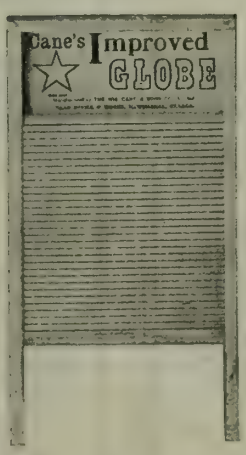
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

CANE'S WASHDAY WOODENWARE









SELL THESE WASHBOARDS

CANE'S PONY—Particularly suited for cleaning dainty laces and other small articles.

DIAMOND KING—The king of all washboards. best English glass rubbing plate, in selected wood frame, lock corner, splendidly finished.

ORIGINAL GLOBE—Solid heavy jointed back, zinc rubbing plate, lock corner, well made throughout.

IMPROVED GLOBE—One of the most popular boards on the market. Solid zinc face, thin back lock corners, well made in standard size.

Ask Your Jobber for Cane's

The Wm. Cane & Sons Co., Limited, Newmarket, Ontario

MORE LIGHT MEANS MORE BUSINESS



If you are looking for a steady, brilliant, white light in your home, store, hotel or church, get in touch with us.

Our apparatus is absolutely safe, is better than electricity and city gas, and safer than coal oil or candles.

Write for circular and special price to merchant direct.

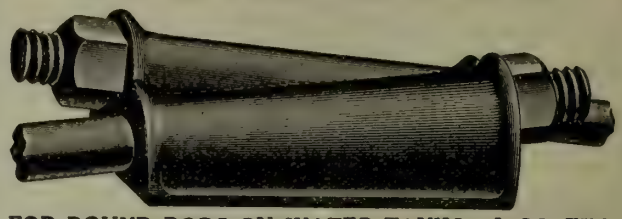
MacLAREN & CO.

Gasoline Lighting Systems

MERRICKVILLE, - ONTARIO

AGENTS WANTED.

TANK LUGS



FOR ROUND RODS ON WATER TANKS, SILOS, ETC.

MALLEABLE IRON All sizes—⅜ inch to 1½ inch ready for immediate shipment

Also over-flow connections for wood tanks

OTTERVILLE MANUFACTURING CO.

OTTERVILLE, ONT. Limited

IT'S THE QUALITY of OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides*. We can prove it *Let us do it for you.* There's money in *Belting, too.*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

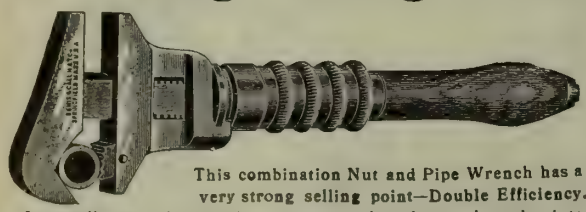
Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL HALIFAX OTTAWA — HEAD OFFICES TORONTO CANADA — WINNIPEG VANCOUVER ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanicto save him time and trouble. You can sell a lot of these Wrenches — make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

EVERY FARMER WANTS ONE!

Modern farming methods mean up-to-date tools, and in the preparation of stock feed our new improved

Feed Cooker

will be found to cook feed both quickly and economically. Tank sits directly over fire, and fire-place is large and can be fitted with grate to heat water for fruit spraying.

Made in two sizes after the style of our Maple Evaporators.

Why not feature this splendid cooker? It will sell at sight to every farmer.

THE STEEL TROUGH AND MACHINE CO., LTD., Tweed, Ont.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

QUICK, CLEAN, HANDY

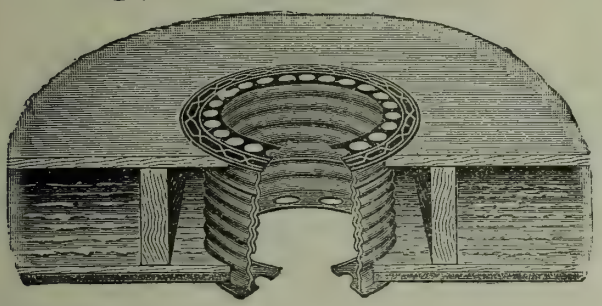
TRY IT.



SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 118 HOLBORN, LONDON E.C. ENG.

HARDWARE IS "STRONG" WARE and so is New Brunswick "KRAFT" WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St Nicholas St M. 1746

You Will Save Money By Using

"Neptune Unrivalled" Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

When in the market for

Clues, Gelatine, Size, etc,

you often have to order goods without having time to get quotations, etc. Get our lists now and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

I HAVE FOR SALE one of the best Hardware Businesses in Ontario. Turnover, $100,000.00. Stock, $40,000.00. Can show an average net profit of $1,000.00 a month. Grand opportunity for a man that has the capital or for a joint stock company. Apply L. K., 506 Power Building, Montreal.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

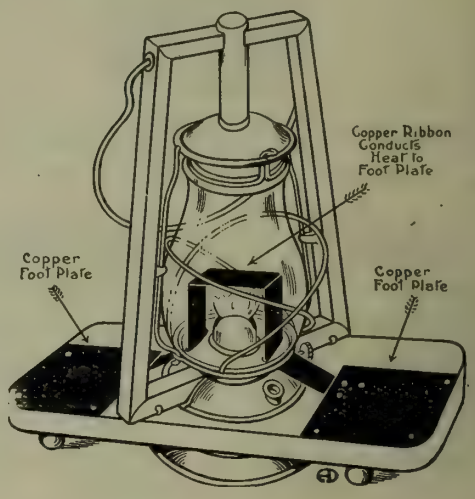
"Ontario" Lantern Footwarmer!

A Useful CHRISTMAS Present and a NOVELTY!!

Have You Stocked Any?

Order at once as the demand is growing and will exceed the output.

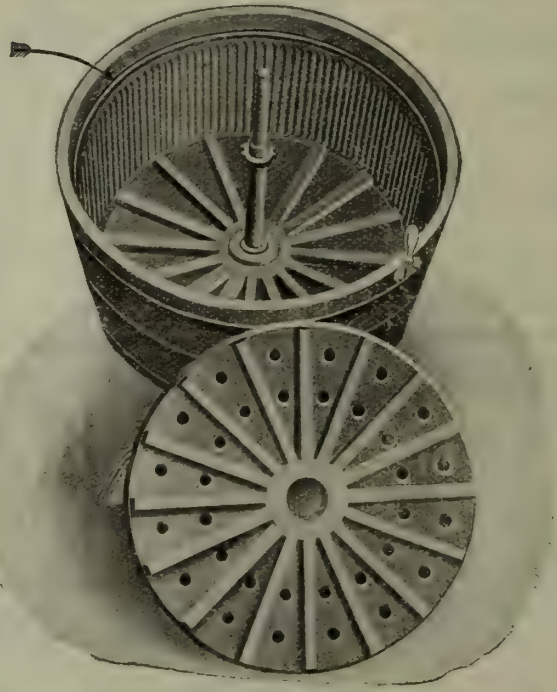
For Sale by all Jobbers.



Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

A Study in NEW CENTURY WASHER CONSTRUCTION

Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are ***Exclusive Features*** that cannot be copied.

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the ***New Century*** and other kinds.

CUMMER-DOWSWELL, Limited, Hamilton, Ont.

W. L. Haldimand & Son, Montreal, Eastern Agents. ***MAKERS*** H. F. Moulden, Winnipeg, Western Agent.

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW



This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

THOMPSON & GUNN

Manufacturers of the famous "ALASKA" and "BONANZA" Steel Ranges, can now supply the Alberta and British Columbia trade from their Vancouver stock.

These ranges are made in six different styles and have every modern improvement. They give satisfaction to the customer and are profitable to the dealer.

Write for catalogue to our office at

937 Westminster Avenue
VANCOUVER, B. C.



HERCULES
SashCord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

Jardine Unversal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

When writing advertisers kindly mention having seen the advertisement in this paper.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited -	BELLEVILLE
Toronto Bolt and Forging Company, Limited - -	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - -	GANANOQUE
Brantford Screw Company, Limited - - -	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Wise hardwaremen are handling our complete line of

GENUINE SHEFFIELD STEEL

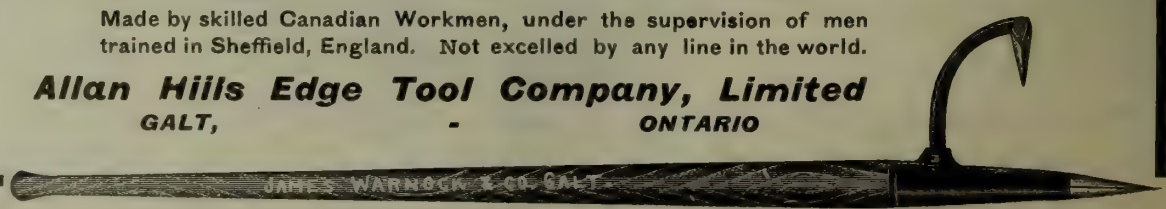
Edge and Lumbering Tools

Made by skilled Canadian Workmen, under the supervision of men trained in Sheffield, England. Not excelled by any line in the world.

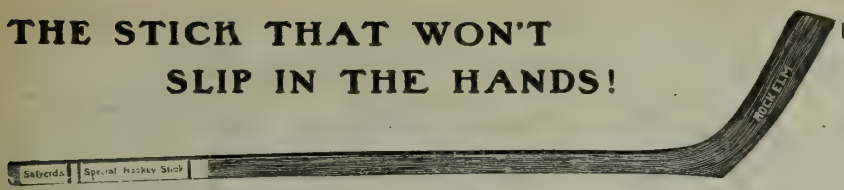
Sold by all Jobbers

Allan Hills Edge Tool Company, Limited

GALT, - ONTARIO



THE STICK THAT WON'T SLIP IN THE HANDS!



Here's a line that is in demand by all players who appreciate a best quality stick with non-slipping grip.

Salyerds' Grooved Patent Hockey Stick

with the grooved handle overcomes all slipping difficulties and commands a ready sale. We make a very large range of Hockey Specialties.

WHOLESALE AND JOBBING TRADE ONLY.

E. B. SALYERDS, Preston, Ontario

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. **WIRE BARREL HOOPS.**

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**

An Experienced Clerk

is always hard to secure, particularly in a small town. You can solve the difficulty by inserting an advertisement in our paper.

It may interest a good clerk in the next town or in some place a hundred or a thousand miles away.

The cost is small and you can be sure you are reaching the entire hardware trade, clerks, travellers and manufacturers from one end of Canada to the other.

The following letter from a well-known hardware dealer is best proof of quick service we can offer.

Matheson, Ont., Oct. 23, 1910

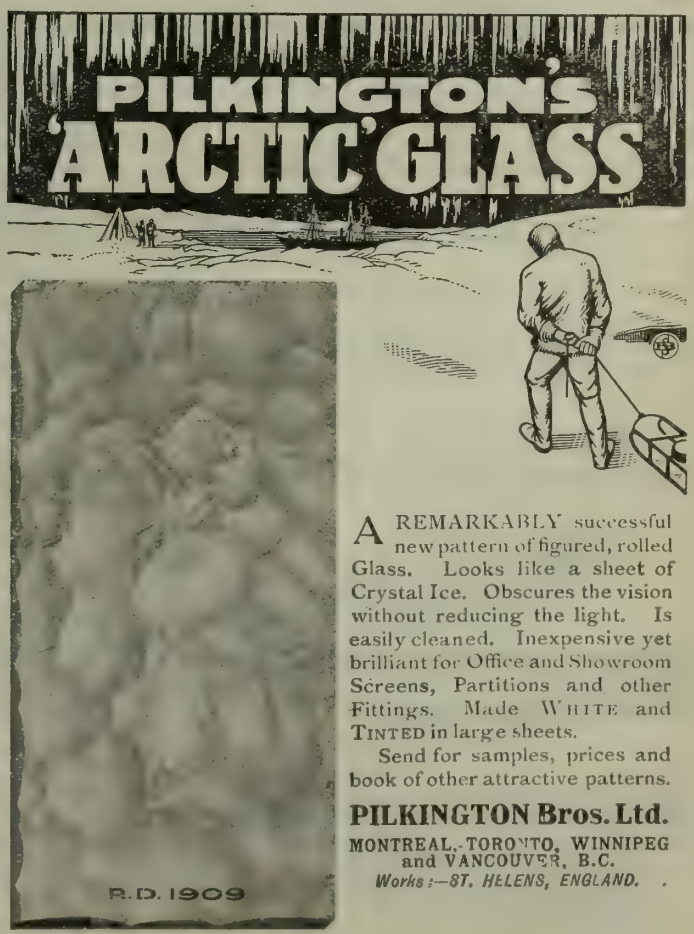
HARDWARE & METAL
Toronto

Dear Sirs:—
Re my ad in your paper for clerk. Kindly discontinue same. I have secured an excellent clerk through the first insertion of advertisement.

Yours truly,
Frank A. Child

Rates payable in advance

2 cents per word 1st insertion.
1 cent per word subsequent insertion
5 cents additional each insertion when box number is required.



A REMARKABLY successful new pattern of figured, rolled Glass. Looks like a sheet of Crystal Ice. Obscures the vision without reducing the light. Is easily cleaned. Inexpensive yet brilliant for Office and Showroom Screens, Partitions and other Fittings. Made WHITE and TINTED in large sheets.

Send for samples, prices and book of other attractive patterns.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.
Works:—ST. HELENS, ENGLAND.

Here Are a Few Good Lines That It Will Pay You to Handle

There is good money to be made by handling our quick-selling lines of Paints and Enamels, Glues, English Putty and White Lead. We represent over twenty British manufacturers, and it will interest you and pay you to consult us before ordering next.

See our Patent Soldering Iron. Nothing like it on the market.

British Paints at prices that will astonish you.

We represent RANDALL BROS., of London, Eng., leading enamel paint makers
We have their catalog---send for one to-day.

A big money-maker is our Down-Draft Chimney Pot, which absolutely prevents smoky chimneys. It sells itself---in use in Parliament Buildings, Ottawa. Our Compo-Board for use instead of plaster will pay investigating.

INTERNATIONAL SUPPLY CO.

140 Mansfield Street, - - - - MONTREAL

A High Grade Babbitt Metal At A Moderate Price



"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg



Standard Folding Rules

We carry a good stock of both WHITE AND YELLOW

If your Jobber cannot supply you, write us.

Ask for our new catalogue of Tools and Specialties.

Schuchardt & Schutte

307 Coristine Building, - MONTREAL

Wright's RUBBER CRYSTAL Cold Blast Lantern Globes

QUALITY

Made of a special glass of CRYSTAL CLEARNESS, and an ELASTIC nature that will stand hard concussions without breaking.

Our RUBBER CRYSTAL Globe will outlast two globes of ordinary glass.



PRICE

Packed 1, 3 or 6 dozen in a case.

1 doz. case, per doz. globes - 60c
3 " " " " " - 57½c
6 " " " " " - 55c

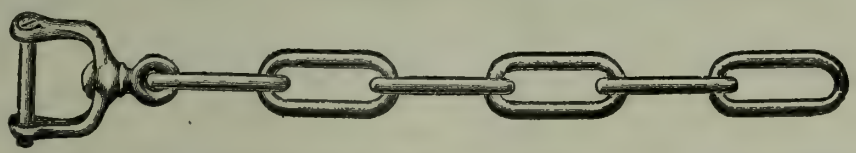
Every Lantern we make is fitted with WRIGHT'S RUBBER CRYSTAL GLOBE.

For Sale SOLELY by

E. T. WRIGHT & CO. (H. G. Wright) Hamilton, Canada

Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg, Man. Vancouver distributing agents---Macpherson, Teetzel, & Co., Vancouver, B.C.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont. Eastern representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Winnipeg Agents--W Reynolds & Co. Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

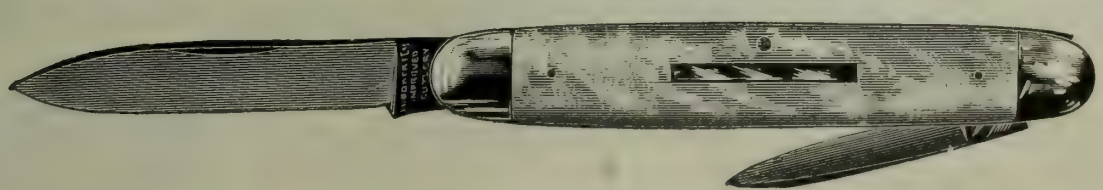
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ST. CATHARINES, ONT.

Tree Brand Cutlery



Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.

McGlashan, Clarke Co., Ltd.

Niagara Falls - - Canada

A TIMELY SUGGESTION

The gift hunter will be very grateful to you if you will suggest the elegant child's set (illustrated here.) The three pieces are all heavily plated with pure silver and the design is very artistic.



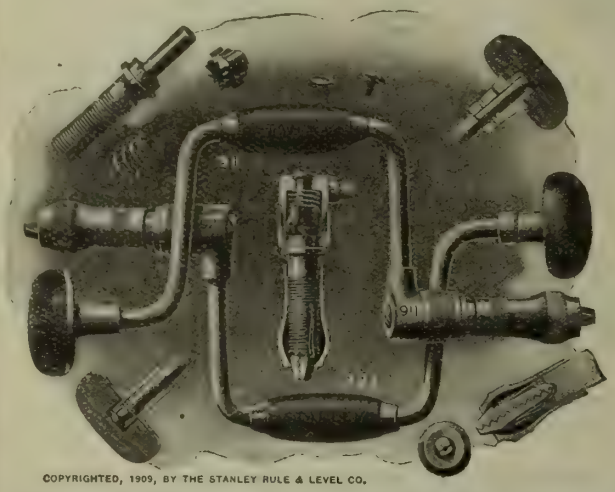
This is only one of our many hot favourites.

Send for complete Catalogue.

Agents:
J. MACKAY ROSE,
88 McGill Street
Montreal, Que.

N. F. GUNDY,
61 Albert St., Toronto,
Ont.

DAVID PHILIP,
291 Portage Avenue,
Winnipeg, Man.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Send for Catalogue containing complete description.

Stanley Tools

Stanley Concealed Ratchet Bit Braces.

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit,—a great advantage in working.

The Ratchet mechanism is completely **protected**, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the Clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



Maxwell's Latest

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

You Can Handle More Business

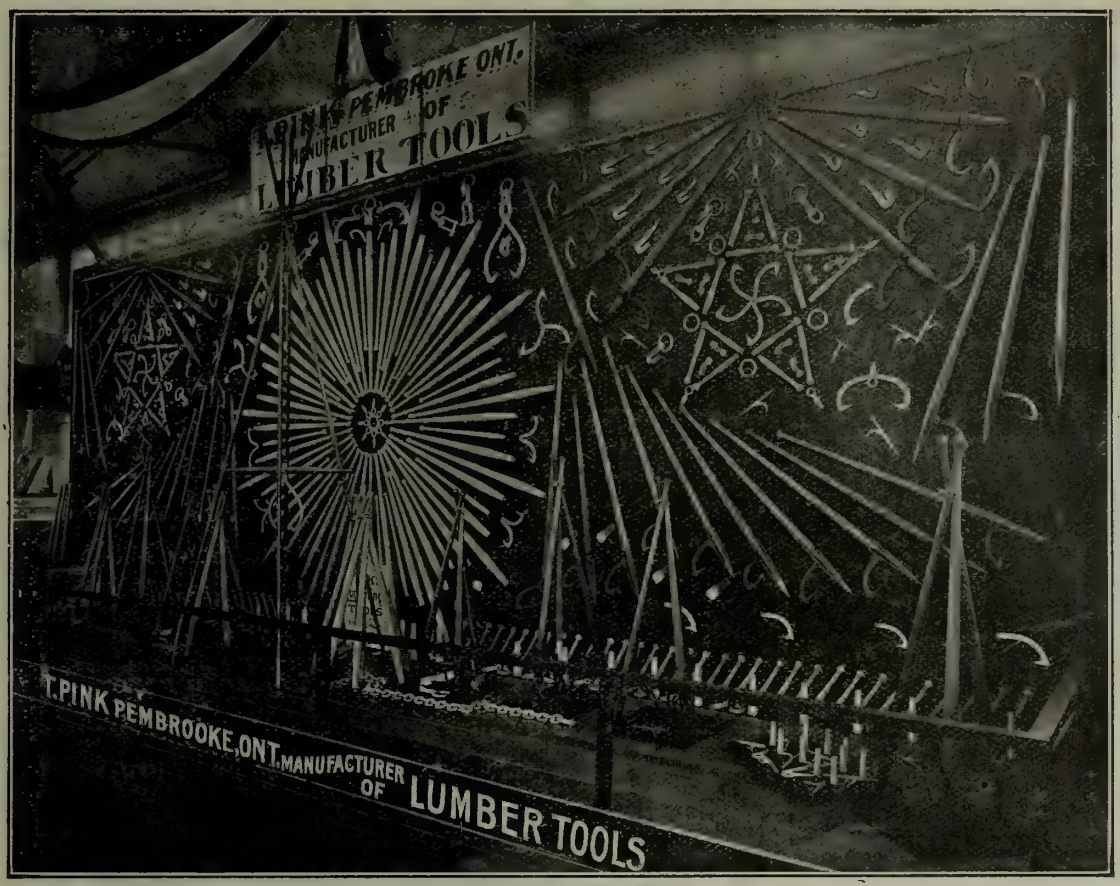
No matter how large your present volume of trade may be, it is likely that you are looking for more. Here's a hint which, if you act on it, will certainly increase your volume of trade and your net profits. Start now to sell the McFarlane & Douglas line of

METAL CEILINGS AND WALLS

This line pays big profits to men who get out and hustle for business. And it is easy to sell—so full of selling points. It appeals to people on the ground of Health, Economy, Beauty and Protection from Fire. Our catalogue will give you an idea of the extensiveness of our range and the beauty of our designs. Write for a copy.

McFarlane & Douglas, Limited, : Ottawa, Can.





Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Trade W B Mark



Trade W&B Mark

The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

THE WHITMAN & BARNES MANUFACTURING CO.

St. Catharines : Ontario

THERMO WASHER

(Patented Movement)



Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

Manufactured by

The London Foundry Co., Limited

LONDON, CANADA

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC

Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

A line you can handle most profitably.

Write for our new illustrated Catalogue.

The Buffalo Mfg. Co.

BUFFALO, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

28 Toronto Street

TORONTO



VICTOR TRAPS



A Reliable Trap at a Moderate Price

EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.

Niagara Falls, Ont.

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs nicely finished: Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"IMPERIAL" ANTI-FREEZING WINDMILL
FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary. Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

MADE IN CANADA

WE WANT to interest you in paper, and especially the brands which we manufacture.

Superfine Linen Record

Earnscliffe Linen Bond

Standard Pure Linen

Empire Linen Bond

Crown Linen

Colonial Bond

ENVELOPES TO MATCH—SAMPLES SENT ON REQUEST

The Rolland Paper Co., Ltd.

MONTREAL, P.Q.

General Offices: MONTREAL, P.Q.

Mills at ST. JEROME, P.Q.

THERE'S NO DANGER

IN OPERATING A

"Monitor" Acetylene Gas Generator

(Canadian Patent No. 118217)

You can recommend it with confidence—it is the ideal lighting plant. Some of the leading features are: perfect action, uniform gas pressure, simplicity, easy and safe to recharge. Saves time, money and eyesight. Fire Insurance Underwriters approve of it—proof positive of its safety.



Get after likely customers in your district. This will prove a profitable proposition for you. Investigate!

Write for our catalogue.

The Monitor Manufacturing Co.

Department "E"

FREDERICTON, N.B.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps---for Force or Lift use---every size, style, kind, in our big catalogue. Write.

The R. McDOUGALL CO., Limited

GALT, CANADA

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS

BLACK DIAMOND TARRED FELT ***JOLIETTE and CYCLONE SHEATHING***

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 75
All bright, 52 sheets	3 70	3 75

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 10½
Light copper bottoms	0 09½	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $40 00 40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25 7 35
" " 26 "	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No. 18, $3; No. 19, $2.70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2 90. F.o.b. Hamilton, Toronto, Montreal, London.

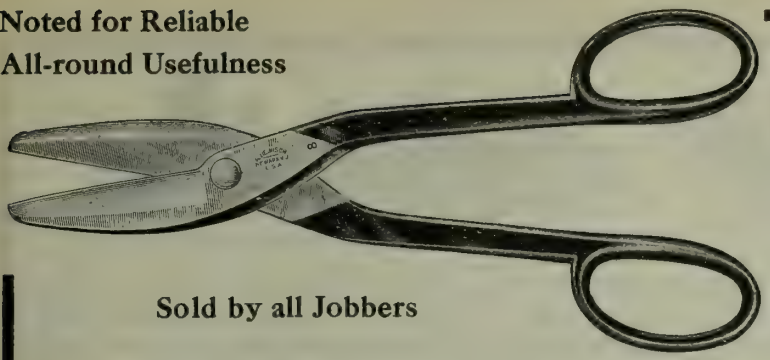
COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c; bagging or papering, 10c.

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 23½	0 23½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.U.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 50
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 17½	
Benzine, per gal single bbls	0 16½	
Pure Turpentine, single barrels	1 03	1 05
Wood Turpentine	0 80	
Linseed Oil, " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl lots,	0 1 s.	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	5 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 25

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, 1c. less; 5-ton lots, 1c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 60	1 70
White Bros. English	2 00	3 00
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	8 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

	inch, in 10 foot lenghts			3 30
3	"	"	"	4 00
4	"	"	"	5 28
5	"	"	"	7 26
6	"	"	"	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths			2 90
10	"	"	3 15
12	"	"	3 68
15	"	"	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 90
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net

HALTERS

Jute Rope ½ inch	per gross		8 00
" " ¾ "	"		10 00
" " ⅞ "	"		12 00
Leather, 1-inch	per doz.		4 00
Leather, 1¼ "	"		5 20
Web			2 65

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in	100 lb. net	7 25
" " 5-in.	"	7 00
" " 6-in.	"	6 75
" " 8-in.	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—		
under 12 in.	per 100 lb.	4 50
over 12 in.	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3 50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast	per doz	6 75
Lift Tubular and Hinge Plain	"	6 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives 12 in., $5 10; 9-in. wheel, 3 knives, 12 in. $6.75; 9-in. wheel, 5 knives, 12 in., $7.75 10½-in. wheel, 4 knives, 12 in., $4.50; 10½-in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $5.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ½ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, 40 and 10.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Shears that Sell



This cut represents our Ordinary Straight Trimmers

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave. TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. dairy pail buckets, 40 per cent
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	10 00
Clauss automatic safety		37 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
	0 09
Jute	0 08
Lath Yarn, single	0 08½
" double	0 65
Sisal bed cord, 48 feet, per doz.	0 80
" " 60 feet, "	0 95
" " 72 feet, "	
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 66, 2 feet, doz	1 15
Ivory, No. 1233, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 80

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb.	2 15
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 80; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 60 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch " "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, asbestos, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 84
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " 34 in	1 00
" " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Babbitt Metal.
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co., Montreal.
Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc.
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.
Canada Screw Co., Hamilton.
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng
Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings---Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Burners.
Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal.
Lufkin Rule Co. Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
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Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

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The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
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Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
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McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
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Cuspidors.
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McClary's, London, Ont.
Kemp Mfg. Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto.
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
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Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
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Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James, Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont.

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co, Windsor, Ont.

Eavetroughs
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Kemp Mfg. Co., Toronto
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The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire.
Dominion Wire Mfg. Co., Montreal.
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
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Nicholson File Co., Port Hope
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Filters
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Firearms and Ammunition.
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Fire Escapes.
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Pease Foundry Co., Toronto.

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.

Pelton, Godfrey S.
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Glue.

The Canada Glue Co., Ltd., Brantford,
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Handles.

Still, J. H., Mfg. Co.

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Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.
E. B. Salyerds, Preston.
St Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.

Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

Montreal Rolling Mills, Montreal.

Ice Cream Freezers

North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Jacks

Covert Mfg. Co., Troy, N.Y.

Lamps

Queen City Oil Co., Toronto

Lanterns.

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
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Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co., Guelph.

Lighting Fixtures

McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc

Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Handles

Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y

Nails Wire

Canada Screw Co, Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T. & Co., Hamilton. Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

Queen City Oil Co., Toronto

Oil Tanks.

Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.

Dennnis Wire & Iron Co., London. Ont.
Canadian Wire Goods Mfg. Co., Hamton

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co, Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co, Montreal
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont

Portland Cement.

Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Red Oxide

The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain Conn
Tuttle & Bailey Mfg Co., Bridgeburg, Ont

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.

Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges

Jas Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg, Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton. On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark. N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N.Y

Sporting Goods

Fancy Goods Co., Ltd., Toronto

Sprayers

Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip.

Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal.

Stencils

McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, On

Stoves, Furnaces

D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, On
Canadian Heating & Ventilating Co Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, On
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.

Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

Tapes.

Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.

A. C. Leslie & Co, Montreal

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners

Universal Vacuum Cleaner Ltd., Montreal
Onward Mfg. Co., Berlin

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc

J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

Watches.

Louis Newmark, Montreal.

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats

Andrews Wire Works of Canada, Ltd., Watford, Ont.

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

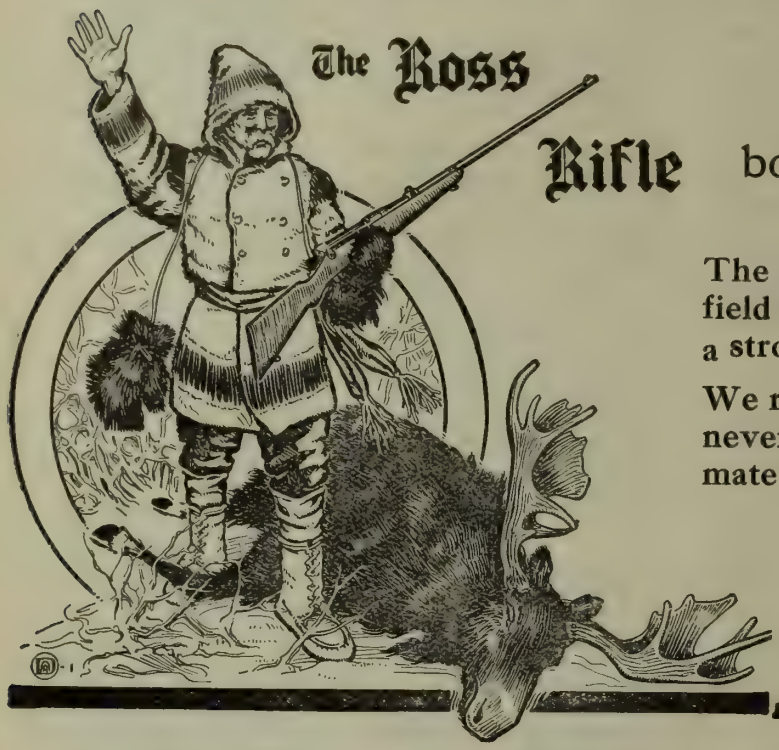
Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.

YOU NEGLECT YOUR PROFIT

If you have not an assortment of



The Ross Rifle both Sporting and Military Models

The good work on the ranges and in the field which Ross Rifles have done has created a strong and growing demand for them.

We refer inquiries to the nearest dealer and never quote trade discounts except to legitimate dealers.

Write for Catalogue and Discounts.

ROSS RIFLE CO.

QUEBEC, P.Q.



Jobbers

When you see this Trade Mark on a Package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners; Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All Jobbers supply our goods.

Canada Screw Company, Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

WELL SEASONED — WELL BALANCED — WELL FINISHED

Still's Hockey Sticks

They are made of second growth Rock Elm, and are in demand by every class of player. We specially recommend

Still's Special Hockey Stick

A public favorite that leads all others

Our brands are:

"Empire," inferior only to our Special;" and **"Imperial,"** a very good all-round stick. **"Champion"** is a boy's stick.

Send for full particulars.

J. H. STILL MANUFACTURING CO. Limited

St. Thomas, Ontario

We're at it again—reminding you that our range of rim and mortise locks and of inside, front and store door sets cannot be beaten for quality and price. You will find they just fill your requirements and will prove profitable sellers.



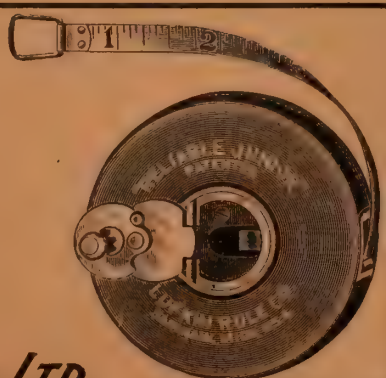
Cylinder Night Latch, No. 103

Write for Catalogue

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



Are the constant choice of every experienced consumer. Satisfactory, too,' to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

SOLD BY ALL GOOD JOBBERS

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SEND FOR CATALOGUE



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructibe"

EKERT PROCESS
TRADE RADIUM MARK.
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

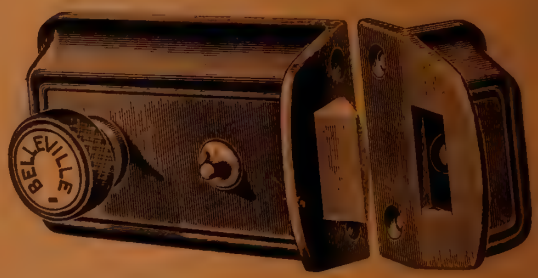
B. & S. H. Thompson & Co.

LIMITED

MONTREAL







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
New York: Rooms 1109-1111, 160 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, NOVEMBER 19, 1910 NO. 47

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

"Queen's Head"



Galvanized Iron

Not yet equalled in quality

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

Strong - Durable - Practical

Made of best malleable iron, for use on storm windows, basement windows and screens. On this account we specially recommend our

Special Hanger No. 3



A boon to carpenters when hanging storm sash or screens. Attached in one-third the time of any other hanger, and very easily adjusted.

Finished in Black Japan or Galvanized, and packed with screws.



In ordering parts, use letter and number.

Send for Catalogue.

Sold by all Jobbers.

Taylor-Forbes Co.

Limited

Head Office and Works

GUELPH - ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

Index to Advertisers—page 70-71.

The IRONCLAD Alarm

From now until Christmas all jobbers will ship Ironclad alarms in special Christmas Holly Boxes.

I'ts a box that'll make people open their eyes. It's a clock that will make your trade sit up and take notice.—It can't be knocked down, it can't be knocked out, it rings to beat the band.

We'll print your name on dials on a twenty-four lot order, we'll add a full window display if you can use one.

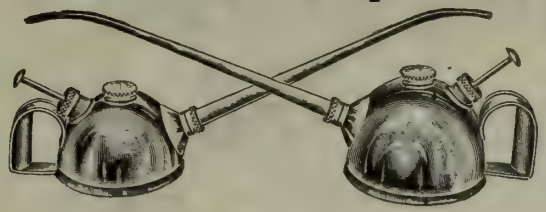


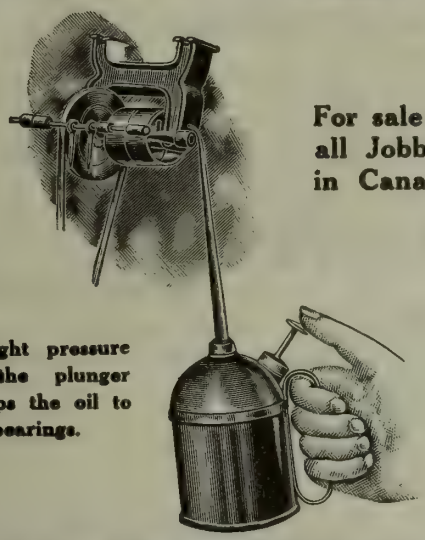
Rings 35 seconds, can be shut off at will. Height 5 inches. Weight 2½ lbs. Packed 12 in a box with advertising matter. Names printed on dials in lots of 24.

Western Clock Co.

La Salle, Illinois.

Howland's Pump Oilers





For sale by all Jobbers in Canada

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

Quality talks

and talks so forcibly when dealing with axe handles that you can afford to sell none other but

STILL'S

AXE HANDLES
the "quality" handles

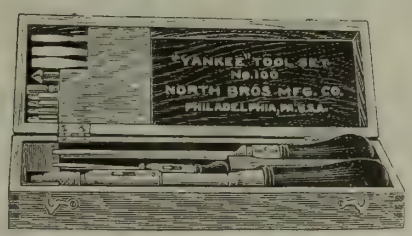
You will find them uniformly finished, well balanced and well shaped, and we guarantee that only the most carefully selected and seasoned timber is used in their manufacture.

Write for prices.

J. H. STILL MFG. CO., Ltd.
St. Thomas, Ontario

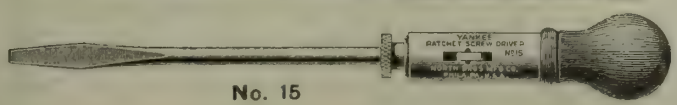
CHRISTMAS GIFTS
For MEN and BOYS
"YANKEE" TOOLS

TOOL SET No. 100



No. 60—Pocket





No. 15



No. 65



No. 35



No. 44

make sensible and very acceptable gifts for anyone who ever uses tools of any kind. They make a happy change from the necktie and suspender habit. They last for years, and the giver is remembered every time they are used.

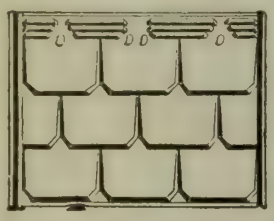
We are advertising them as Christmas Gifts in the "Saturday Evening Post," "Popular Mechanics," "American Carpenter and Builder," "Electrician and Mechanic," and other magazines of this class, directing readers to you for the tools. This is sure to create a larger demand. Stock them now and be ready to hand them out when the trade comes. Get your jobber onto the job. The Nos. 60, 15, 100, 65, 44 and 35 make especially good sellers. Display them in your window as new ideas for Christmas and you will be sure to increase your holiday trade.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

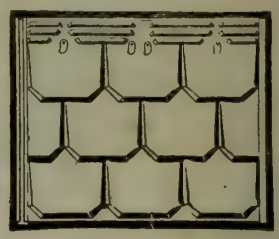


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

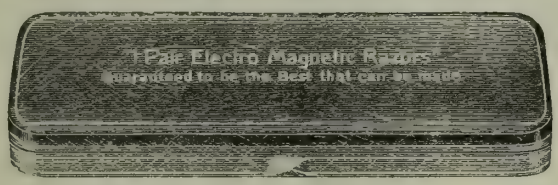
CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

3 BIG SELLERS

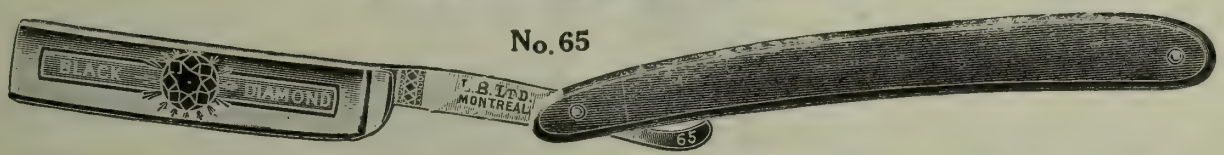
The Demand for Old Style Razors of Good Quality is Increasing

Those illustrated below represent what we believe to be the best ever offered to the CANADIAN TRADE, and we back up this statement with the unconditional GUARANTEES accompanying each. We have some very in eresting offers to make in order to introduce these on this market and ask every dealer to write us in regard to the same. YOUR CUSTOMERS will be satisfied if they buy either of them.

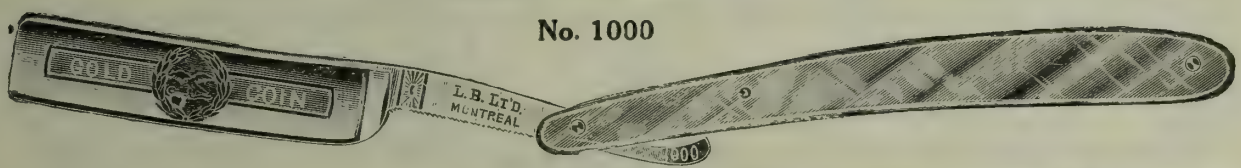
No. 1900C.



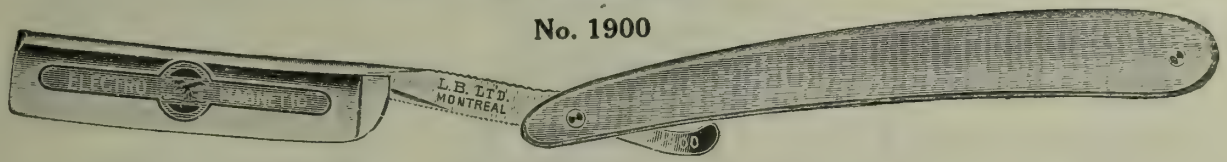
No. 65



No. 1000



No. 1900



No. 65
Best Quality Steel
Full Concave Blade, Galvanized Etching, Back of Blade and Tang Gun Metal Finish (non-rusting). Best Black Rubber Handle. White Case with Gilt Letters. An absolute Guarantee with each Razor.
Good for 60 days.

No. 1000
Finest Quality Steel
Full Concave Blade, Fancy Galvanized Etching. A new Imitation Pearl Handle with Bar which prevents warping. Real Red Leather Case with Gilt Letters. An absolute Guarantee with each Razor.
Good for 60 days

No. 1900
Specially Selected Steel
Full Concave Blade, Special Grinding, Rounded Back and Fancy Tang Magnetized. Galvanized Etching. New Galalith Handle, will not warp or burn. Black Case. Gilt Letters. The Best Razor in every Particular.
Fully Guaranteed in every way for 90 days.

Write for Samples and Prices at once

LEWIS BROS., Limited,

MONTREAL, CANADA
Importers and Distributors

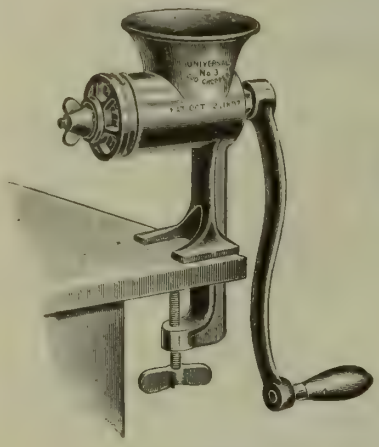
Montreal

Ottawa **Toronto** **Vancouver**

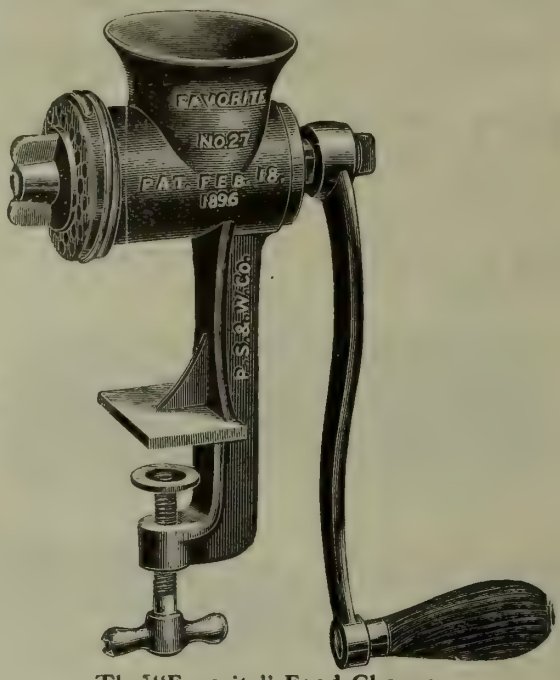
Coffee Percolators and Food Choppers

Are Two Good Sellers

During the Holiday Season



The "Universal" Food Chopper



The "Favorite" Food Chopper



The "Steinfeld" Food Chopper

Before placing that order for Food Choppers, get our prices on the "Favorite" Food Choppers.

The Holiday Season is the best time of the year to sell Percolators. They are in great demand and merchants can make large profits selling them during this Season.



"Universal" Coffee Percolator
Sectional View, Showing Operation

The "Steinfeld" is EASY to OPERATE, EASY to CLEAN, and is absolutely SANITARY.

NO KNIVES TO SHARPEN

We have a large assortment of Aluminum and Granite Percolators in stock for the Holiday Trade.

Place your orders with us, now, our Prices are Right.

All Inquiries Receive Our Prompt Attention.

We Ship Promptly — Mail Orders Our Specialty — We Ship Promptly.

FROTHINGHAM & WORKMAN, Ltd.

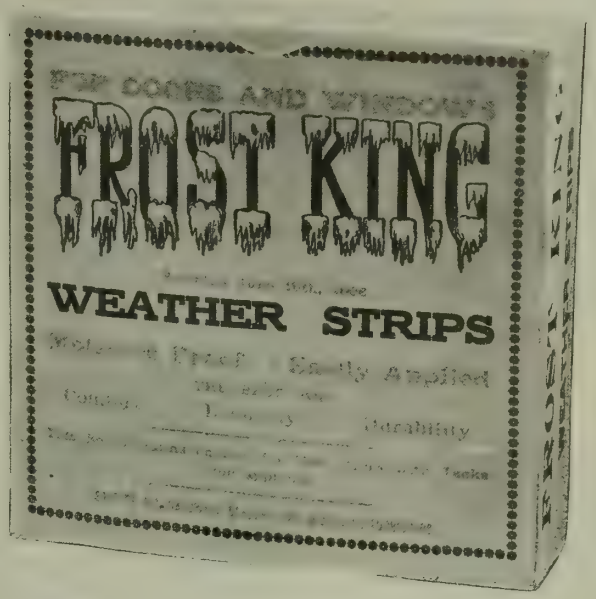
Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

FROST KING

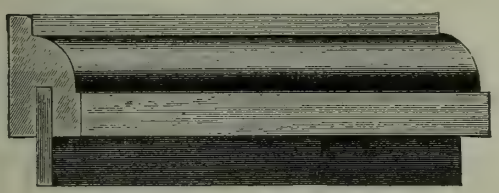
FELT WEATHER STRIP

is the best for the dealer to sell. It comes in neat paper boxes all ready to apply and will suit any door or window where weather strip is need ed. 25 feet in each box with tacks.



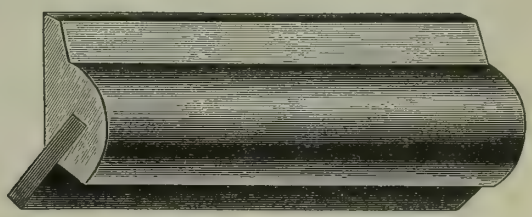
WE ALSO KEEP

Bosley's Felt Weather Strips



No. 61

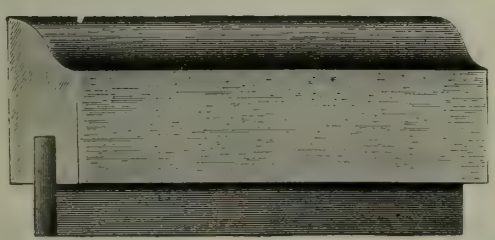
For Lower Sash of Windows.



No. 62

For Centre of Windows and Doors.

IN 12-FOOT LENGTHS MADE FROM OIL FINISHED WOOD WITH FELT INSERTED.



No. 61½

For Side and Tops of Doors.

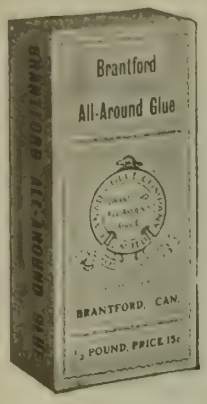


No 64

For Bottoms of Doors

Caverhill Learmont & Co

MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

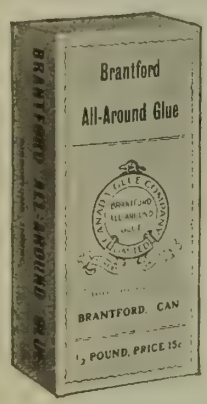
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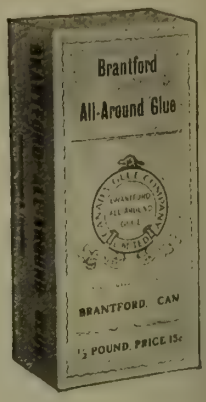
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

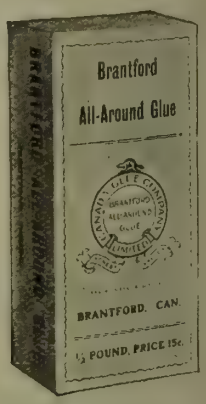
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	Halifax, N. S.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	Montreal, Que.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Emerson & Fisher, Limited	St. John, N. B.
The S. Hayward Co., Limited	St. John, N. B.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	Winnipeg, Man.
Miller-Morse Hdwe. Co., Limited	Winnipeg, Man.
G. F. Stephens & Co., Limited	Winnipeg, Man.
Wood, Vallance, Limited	Winnipeg, Man.

IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.









That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

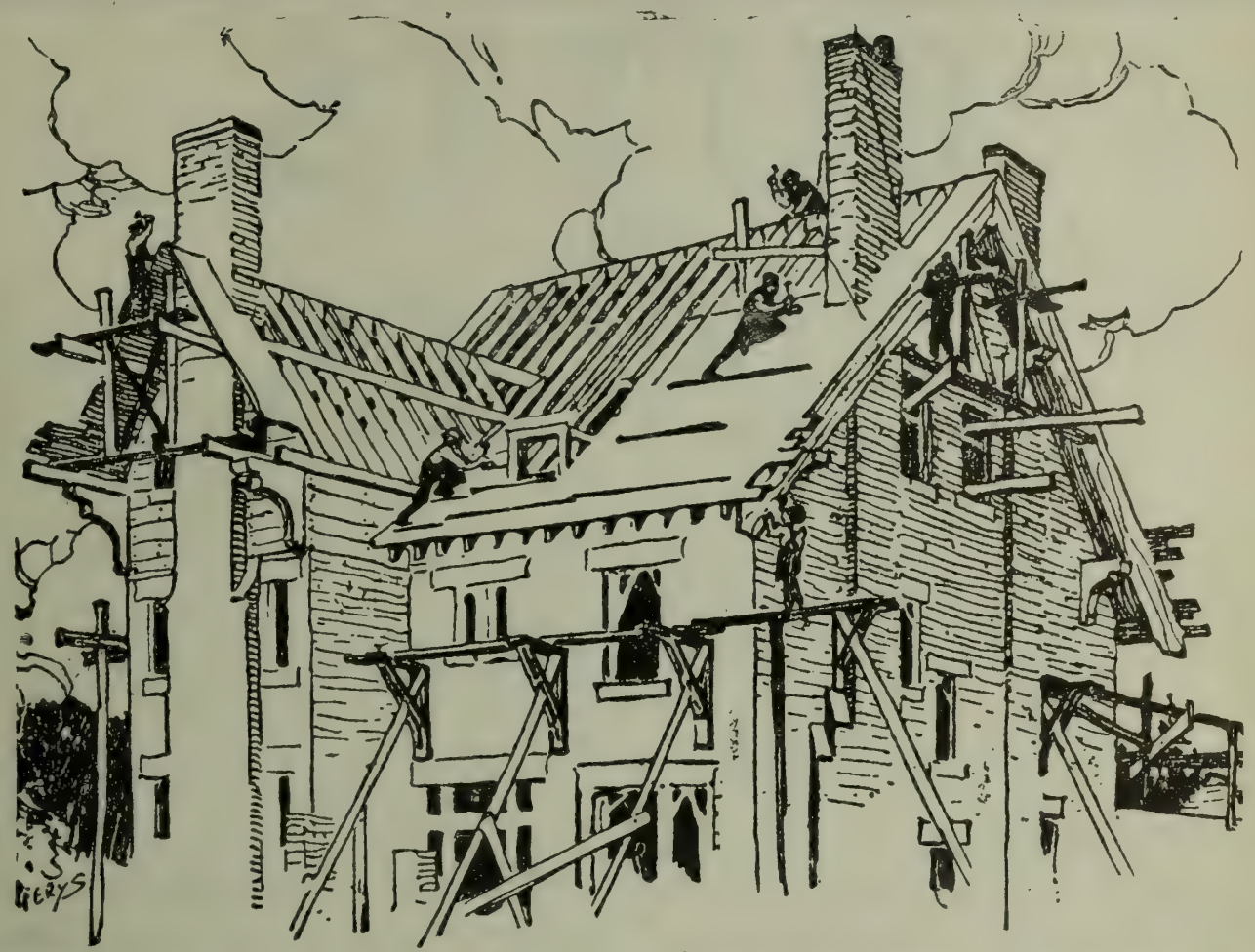
ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.



This Building is About Ready

And now is the time for dealers to find out buildings that are ready for a roof, and secure the business. SAMSON ROOFING is easy to lay, fire-resisting and weather-proof. These facts will help materially to make sales. We stand behind every roll and guarantee it to be first-class in every particular.

For a "Samson" Roof

It is put up in rolls of one, two and three ply, containing one hundred and eight square feet, with enough nails, caps and cement in each roll. Just the thing for barns, outhouses, etc.

Push SAMSON READY ROOFING this week—It will pay you.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY

TORONTO

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes—Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Presentable Lines for the Holiday Trade



The "Royal" Nickel Silver Tea and Coffee Pots

All Spun. No Seams. White Metal Spouts. Ebony Handles.

Quadruple Silver Lined.

Good enough for any service.

In 4 Sizes, 1, 2, 3 and 4 Pints:





"Carpathian" Nickel Silver Trays

Round, Oval and Oblong Patterns. Assorted Designs.

In all sizes from 12 to 18 inches.

We have also in stock Nickel Plated Bread Trays, Crumb Brushes and Trays, and many other styles and patterns of Silver Lined Tea and Coffee Pots.

Write for Prices.

All enquiries will receive our prompt attention.

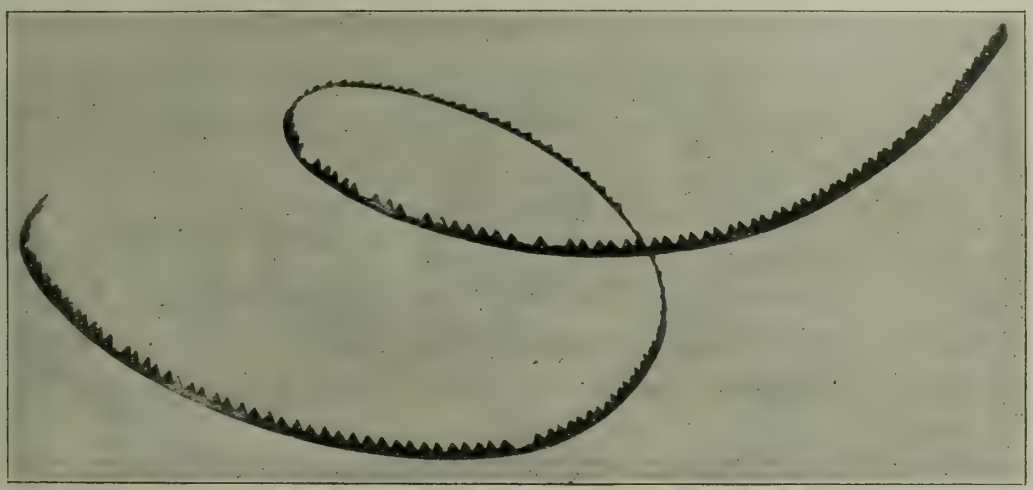


The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

TOO HARD?

ONE of our Representatives, on a visit to the works at Philadelphia, brought a Disston Hand Saw with the report that the customer claimed it was so hard the teeth would not stand setting, and broke out. It seemingly bore evidence of hardness, judging by the number of teeth broken out.

The saw was handed to our superintendent, who examined it, and in order to give the representative a practical demonstration as to whether the blade was too hard or not, took him into the factory, placed the saw under the shear and cut off the tooth-edge as shown in the illustration herewith. Had the blade been too hard, the shearing would have caused the tooth-edge to crack or break in small pieces; but on the other hand, as will be noticed, the entire tooth-edge was cut off in one very narrow strip or coil, thus showing positively the blade was not too hard, for this is a very severe test of well-tempered steel.



In making saws we claim that should a saw be too hard it would be discovered in the factory under our operation of setting; and further, if the teeth can be set by the method pursued at the factory, there is no reason why a mechanic cannot reset them when necessary, provided he goes about the work intelligently.

To quote from our booklet—"We set our saws on a stake or anvil, with one or more blows of a light hammer. A highly tempered saw takes three or four blows, as it is apt break by attempting to set it with only one blow. This is a severe test, and no tooth ought to break afterwards in setting, nor will it if the mechanic adopts the proper method. The saw that is easily set and filed is easily made dull. We have frequent complaints about hard saws, but they are not as hard as we would make them if we dared; and we shall never be able to introduce a harder saw until the mechanic is educated to the correct method of setting it. As a rule saws are given more set than is necessary, and if proper attention was paid to keeping points of the teeth well sharpened, any Disston saw, on account of the special manner in which it is ground, would run with very little set, and there would be fewer broken ones. The principal point is that too many try to get part of the set out of the body of the plate, when the whole of the set should be on the point of the tooth. Setting below the root of the tooth distorts and strains the saw-plate. This may cause a full-tempered crucible steel blade to crack, and eventually break at this spot; but it is always an injury even if it does not crack or break."

To repeat, it is very desirable on the part of mechanics, who use saws, to have them of a high temper, and yet they fail to take proper care of a hard saw. A saw of this kind is apt to be worked until the teeth are worn down very low, and then instead of re-filing the teeth to the proper length and shape, they attempt to re-set these short teeth, with the consequence that breakage takes place, and the blade is condemned as being too hard.

It cannot be too strongly emphasized, even though well known and understood, that no matter how well a tool may be made, nor how high the quality, it will render but poor service if not kept in good condition; further, a saw properly set and sharpened—in other words, maintained at its highest point of efficiency—means the obtaining of better and greater results in less time and with the least possible effort.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

Important Announcement

Some months ago we purchased the entire plant of the Peterborough Shovel and Tool Company, Limited. The manufacturing facilities of the plant have since been greatly improved by the addition of much new machinery which enables us to produce better work in larger quantities. We state only the plain truth when we say that we are now making the highest possible grade of shovel or tool manufactured.

Arrangements have been perfected whereby our customers may receive prompt shipments from points convenient to their places of business without being called upon to bear the usual burden of "warehouse" expense. All goods manufactured by us and bearing our trade mark are unreservedly guaranteed to be as represented.

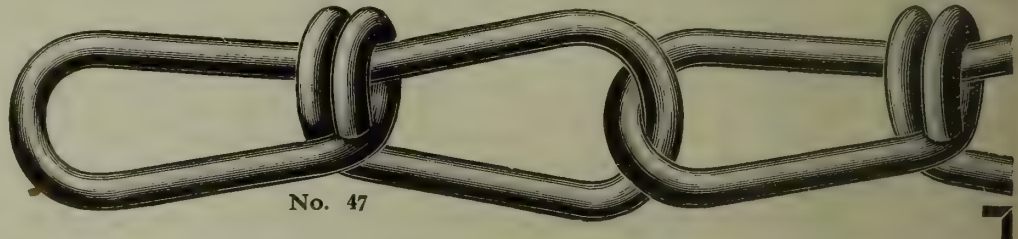
We feel sure that the liberal and fair policy we propose to maintain toward our customers will be appreciated by them, and we ask the confidence of a trial order, fully believing it will lead to continued business and friendly relations.

The Lundy Shovel and Tool Company
LIMITED
Peterborough - Ont.

GET THE HABIT

of stocking and recommending to your customers only articles of approved merit.
It's a habit that pays!

Greening's Steel Wire Chain



No. 47

is claimed by us to be the lightest, strongest and most reliable chain on the market, and is the most satisfactory to sell for every purpose.

Consult our catalogue. It explains the various uses of Wire Chain which will help you to get after further business.

Ask your Jobber for GREENING'S.

The B. Greening Wire Co., Limited
Hamilton, Ont. - - - Montreal, Que.



Let The Star Drive In Your Trade!

Here's a hardware specialty which is advertised in every paper of note in every field reaching every buyer of the line of goods you carry.

This great amount of publicity not only drives in prospects on **Star Expansion Bolts,** but actually creates customers for other lines that you have in stock.

When they come to purchase **Star Expansion Bolts,** how easy it is to show them your other lines at the same time.

Write for our free sample set—A time limit proposition to progressive dealers, and 70-page hardware specialty catalogue number 36.

Star Expansion Bolt Company

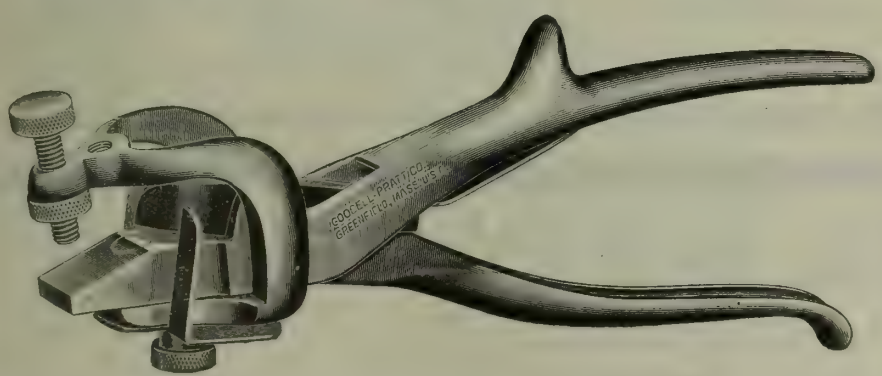
Catalogue Dept. 36 **147-149 Cedar Street**

New York City, N.Y.

Stock This Trade-Bringer To-Day!

Don't wait! You should have it on your shelves now. Don't handle an unadvertised line of fixture fastening devices simply because they are cheaper than **Star Expansion Bolts.** They won't sell — They can't. The public don't even know of their existence. **Star Expansion Bolts** are kept persistently before the purchaser's eye in hundreds of the best Trade and Mechanical Publications in the country. We have letters from the largest Hardware Merchants in the United States and Canada voicing approval of the quick selling qualities of **Star Expansion Bolts.**

VALUE That is what you sell with GOODELL-PRATT TOOLS



Your customers appreciate getting their money's worth; it will bring them back for more sales.

Just look at this SAW SET, its long handles give great leverage and thus it is easy working. It has a hardened steel Jaw and hardened steel inserted Anvil.

For its other features get our catalog.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW



This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

Steel Rules, Gauges, Etc.

CHESTERMAN'S

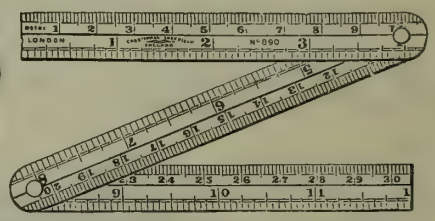
MEASURING TAPE Linen and Steel

TRADE J C *MARKS*

CONSTANTIA J C

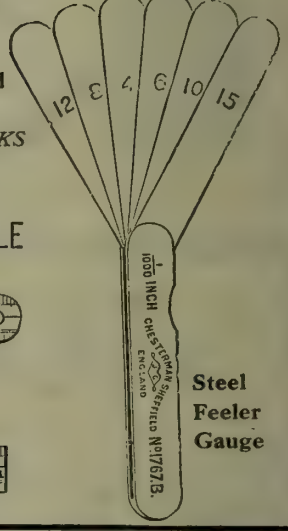
TRE𝄞BLE





Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

THE MORRIS & BAILEY STEEL CO.

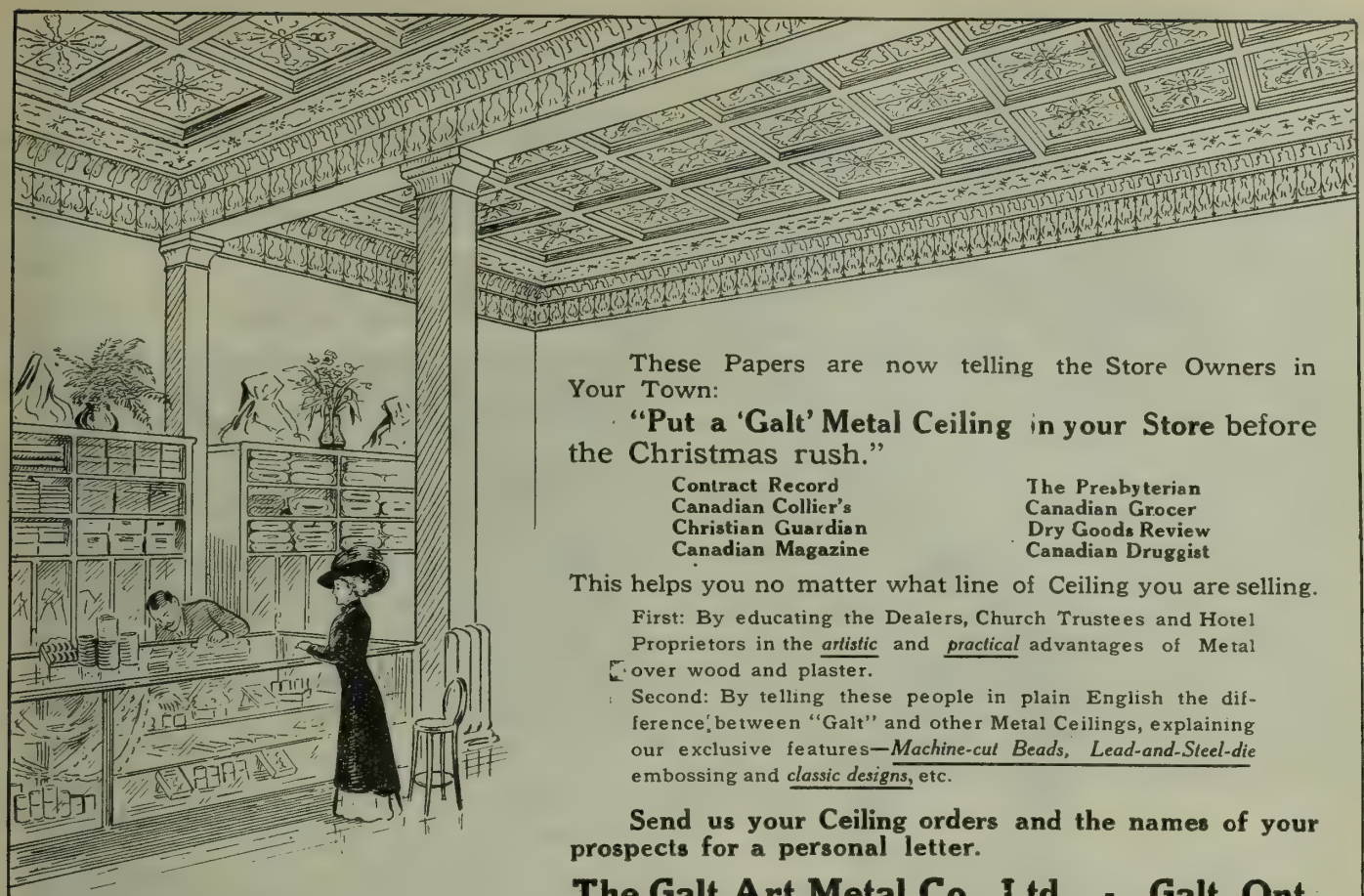
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Please mention this paper when writing to advertisers.



These Papers are now telling the Store Owners in Your Town:

"Put a 'Galt' Metal Ceiling in your Store before the Christmas rush."

Contract Record	The Presbyterian
Canadian Collier's	Canadian Grocer
Christian Guardian	Dry Goods Review
Canadian Magazine	Canadian Druggist

This helps you no matter what line of Ceiling you are selling.

First: By educating the Dealers, Church Trustees and Hotel Proprietors in the *artistic* and *practical* advantages of Metal over wood and plaster.

Second: By telling these people in plain English the difference between "Galt" and other Metal Ceilings, explaining our exclusive features—*Machine-cut Beads, Lead-and-Steel-die* embossing and *classic designs*, etc.

Send us your Ceiling orders and the names of your prospects for a personal letter.

The Galt Art Metal Co., Ltd. - Galt, Ont.

Galt "Classik" Ceilings

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
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Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal, Busby Lane
Toronto, Mercer Street
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TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.



Make Good Profits Carrying Our STEEL SIDINGS

There is a good margin of profit for you in handling PRESTON Steel Siding. That is a good reason why you should not only carry it but give it a push.

It is an easy line to sell, because it has so many strong selling points. For one thing it is damp-proof. This will be appreciated by those who desire a dry house. It is fire-proof and practically lightning proof, which appeals to those who want safety and a low insurance rate.

Large range of handsome stone and brick patterns suitable for many different styles of buildings.

Write for all the selling points, and our interesting proposition. We've a lot to tell you that will benefit you to hear.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

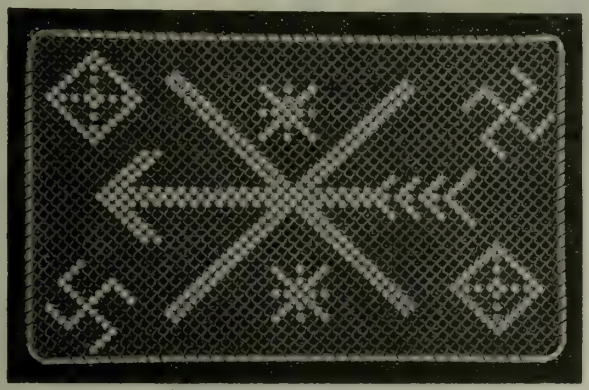
Head Office - - - - TORONTO, ONTARIO

Door Mat Weather

Describes the weather for the next few months.

MUD AND SLUSH EVERYWHERE your customers will be looking for a good Door Mat. Send for a circular describing the

ANDROCK WIRE DOOR MAT



It's a Big Seller and a Good Profit Maker.

Andrews Wire Works of Canada, *Limited*

WATFORD - - - ONTARIO

The Goods That Have Made Good Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC

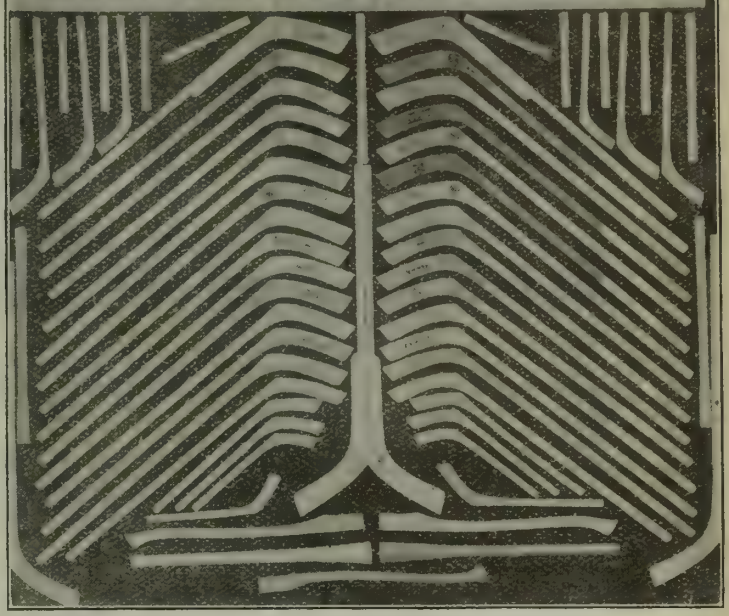


Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just Issued.

Factory and Head Office, - - ST. MARYS, ONT.

Branches, Montreal and Winnipeg

A High Grade Babbitt Metal At A Moderate Price



"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

Don't let your stock get too low—unsatisfied inquiries mean lost customers. Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. **WIRE BARREL HOOPS.**

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**

IF YOU DO NOT WANT A LARGE HEATER YOU WILL WANT THE

"ÆSTHETIC"

¶ In many cases the regular size Base Burners will be found too large to heat the house. Under such circumstances you can safely rely on the "Æsthetic." The pot holes are directly over the fire, and they will accommodate two pots or one wash boiler. It has a large ash pan with hearth plate that drops out of the way. The oven does perfect work, has swing doors.



"ÆSTHETIC"

An ideal stove for small families. Burns coal or wood equally well.

McClary's

London Toronto Vancouver Montreal Hamilton
St. John Calgary Saskatoon Winnipeg

STEEL RANGES



THE ECONOMY

All stove dealers who have seen this stove pronounce it to be the best in its class.

REASONS WHY

The design is clear, neat and attractive.

It has an ideal fire box, fitted with heavy cast iron linings and heavy duplex grates.

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired

This stove shows more class, and has more special features and selling points than any other stove in its class.

SPECIALS

We also furnish it with a nickel band on the top.

PRICES

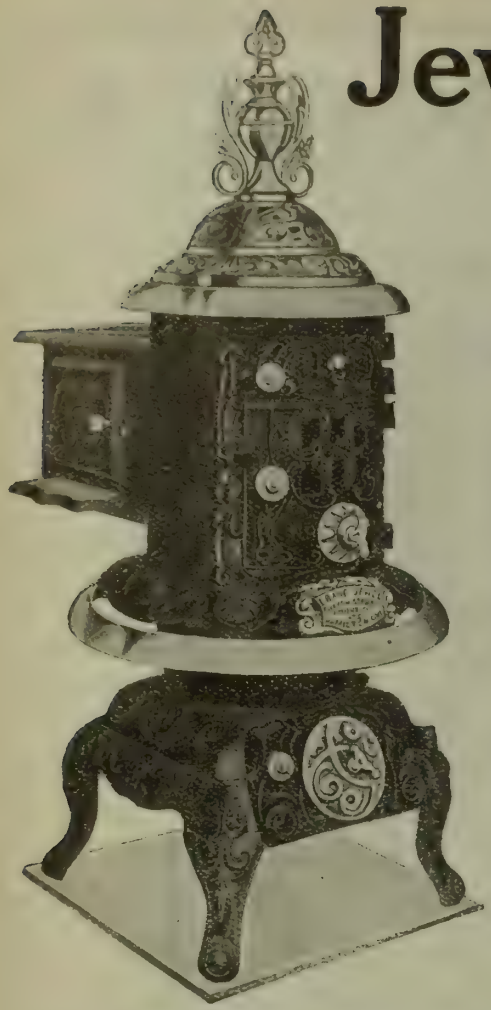
The price to the trade makes it the best stove proposition which you have had for some time.

We have them in stock and can ship promptly.

Have you seen a copy of our new stove catalogue? If not, write for one.

THE DOWN DRAFT FURNACE COMPANY, LIMITED

GALT - ONTARIO - CANADA



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO



DON'T HESITATE
to Stock and Recommend

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

They embody every improvement which makes fo practical efficiency in a range! The body of the Monarch is made of heavy gauge planished steel, interlined with asbestos and steel, thus forming a three-ply wall--the most lasting construction known. The oven, large and roomy, is made in same manner as the body, making it the ideal baking oven to be found in any range in Canada. The fire box is well proportioned, extra durable linings, and grate bars so installed that they can be removed and replaced without trouble. Monarch Ranges are genuine satisfaction givers, and the selling of them leaves a splendid profit.

GET CATALOGUE AND DISCOUNTS

Write Us To-day

Butterworth Foundry
Limited
Ottawa, Canada

The Most Extensively Advertised Oil Consuming Devices on the Market

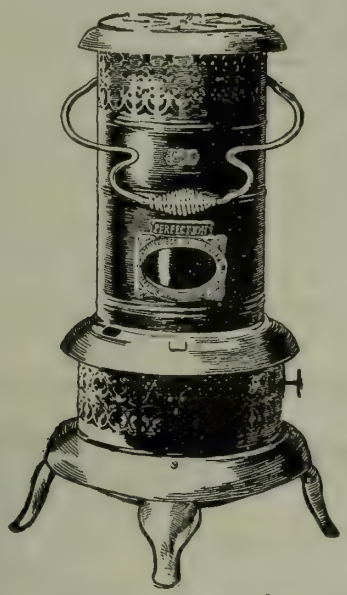
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE · · THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



TheNew Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

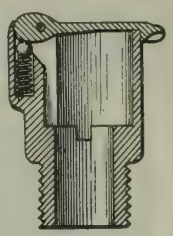
The
Queen City Oil Company, Ltd.
TORONTO



THE
"DOEHLER OIL CUP"

Made in four sizes. They are always closed against dirt and dust. There is nothing to obstruct the flow of oil, nothing to get out of order. Easily applied with a few turns of a screw-driver. When oiling only one hand is required. Raise the self-closing lid with spout of oil can.

No wasting or spilling of oil. Made in bright non-corrosive metal.



Sectional View

Solomon & Spielmann
22 St. John Street - MONTREAL

Agents for the BRITISH Ever-Ready Electrical Company's Flashlights, Handlamps, etc.

Pumps that Carry Good Will

Dealers that sell McDougall "Aremacdee' Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

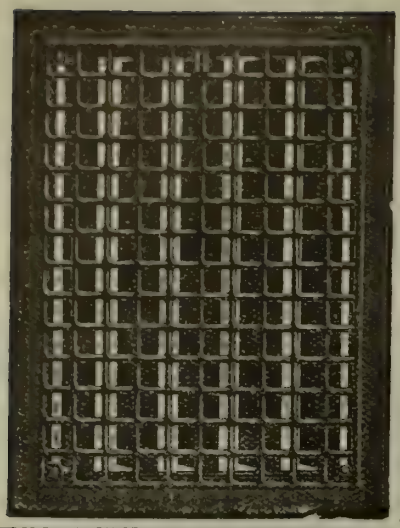
They are metal---hand fitted valves---air tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



WRITE

R. McDougall Co., Limited
GALT, CANADA



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

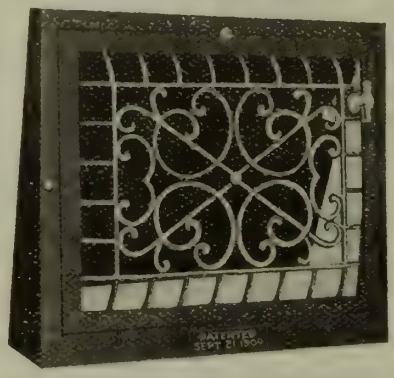
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

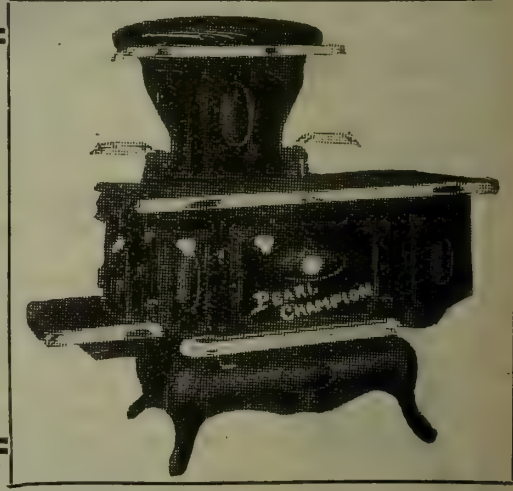
A CLINCHER

The dealer who is handling the Champion Range is selling the only range with non-warping grate bars, the chief feature of the

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You are sure of good and increasing trade when you handle the Champion Range, because you can easily demonstrate that the Champion Grate makes your customers' coal go further. No other grate made is so easy to shake as the Champion Grate. Write for details and catalogue.

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Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

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Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame: - Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

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English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland



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GENUINE SHEFFIELD STEEL

Edge and Lumbering Tools

Made by skilled Canadian Workmen, under the supervision of men trained in Sheffield, England. Not excelled by any line in the world.

Allan Hills Edge Tool Company, Limited

GALT, - ONTARIO

Sold by all Jobbers



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Boon

to the

Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the ***"MAPLE LEAF"*** ***CLOTHES DRIER*** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.

Canada Plates
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ALL DULL

18 x 21—60 sheets
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18 x 21—60 sheets
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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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"It Saves Lives"
"A Building Necessity"

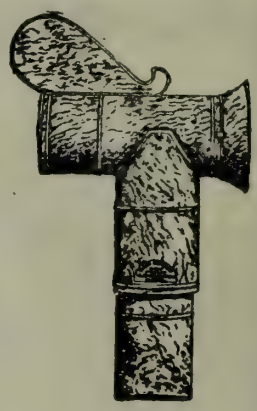
These are the expressions that have been made synonymous with the

J. W. HARRIS VENTILATOR

We are the manufacturers of it and control the patents. We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.



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Montreal, Que.
GENTLEMEN:—

It affords me much pleasure to add my testimony to the many you must have received regarding the excellent satisfaction your "J. W Harris Rotary Ventilators" are giving.

Among the great number I have installed, with not one exception, they have given the very best satisfaction.

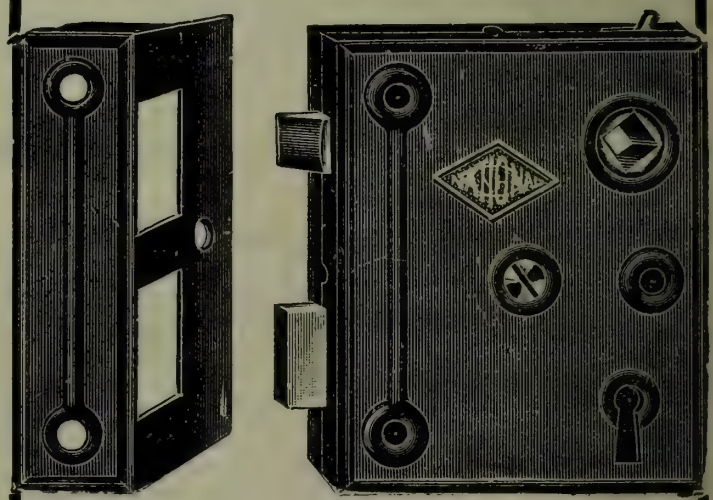
Yours truly,
M. M. O'CONNELL,
per Noah J. Bareau.

The J. W. Harris Mfg. Co, Ltd.
GENERAL CONTRACTORS and MANUFACTURERS
Montreal

YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for this Brand

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

A good buyer always asks for

GILBERTSON'S

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Galvanized Sheets

because he knows the name means good quality and the price is right.

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SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.

QUALITY

IS OUR FIRST CONSIDERATION

Are you aware that we sell 3rd quality of 16 oz. glass as well as 21 oz. glass?

Most dealers sell you 4th quality 16 oz.

Insist upon your cases being marked 3rd quality. It costs you no more than 4ths and is far better value, being both flatter and clearer.

Consoliated Plate Glass Co. of Canada

TORONTO

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Dealers in all kinds of Glazing Glass

DAISY

Indoor Sanitary Earth

CLOSET

You missing considerable easily-earned profit if you are not pushing the sale of this convenience All farmers and people who ive where no public drainage system exists are live prospects for the Daisy. It is neat, compact, sanitary, well ventilated, and is such a vast improvement over the unsanitary, uncomfortable outdoor closet, that with very little effort many dealers are selling them by the score.



Sells for

$10.00

with an excellent profit for the dealer.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BABBITT METAL.

BABBITT METAL FOR ALL REQUIREMENTS.

THE CANADA METAL CO., LIMITED
31 William Street, TORONTO

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

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Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties.
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PRIEST'S CLIPPERS THAT'S SUFFICIENT.



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MAKE MORE MONEY
Put in a stock of
FEED COOKERS
We make all sizes
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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
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HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds. Quality is remembered a long time after price is forgotten.
THE COLLINS MFG. CO. - TORONTO

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Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
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Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

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is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS.
586 Beatty St., VANCOUVER, B.C.

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HARDWARE AND METAL

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SAW SETS

The Genuine Whiting Saw Set

Can be had from your jobbing house, if not, write us direct.

R. Dillon & Son, South Oshawa, Ont.
Patentees and Manufacturers

SHELF BRACKETS.



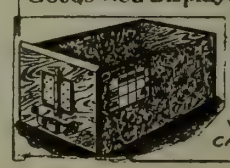
Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SNAPS.

The best "Snap" for the Breast Strap
"YANKEE" Roller Snap

No. 858



Sizes, 1¼ 1½, 1¾, 2-in

Spun Head Rivets. Steel Tongue, Large Heavy Body. Large Roll.

Covert Mfg. Co., Troy, N.Y., U.S.A

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOL HOLDERS.



OUR OFF-SET
TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.



Right Hand

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATORS.



Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
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WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
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CAMPBELL'S XXX CHOPPER

Pays the Jobber to handle

Quick seller for the stockkeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN, N.B. CANADA

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

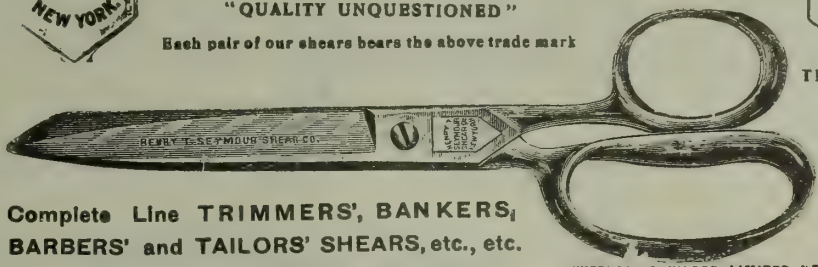
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



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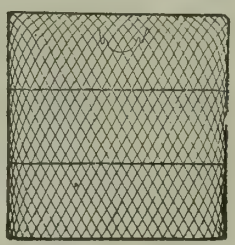
A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We solicit your Inquiries.

Sharratt & Newth's Glaziers' Diamonds

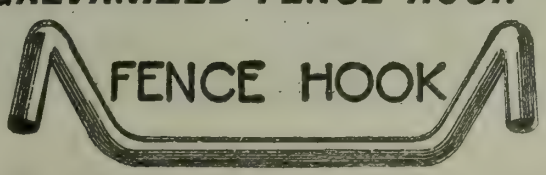
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - - TORONTO

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Manufacturers of the Largest Variety of

Engineers' and Plumbers' Supplies

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If you want anything in the line of Brass or Iron Goods for Steam, Water, Gas or Air, we can supply it.

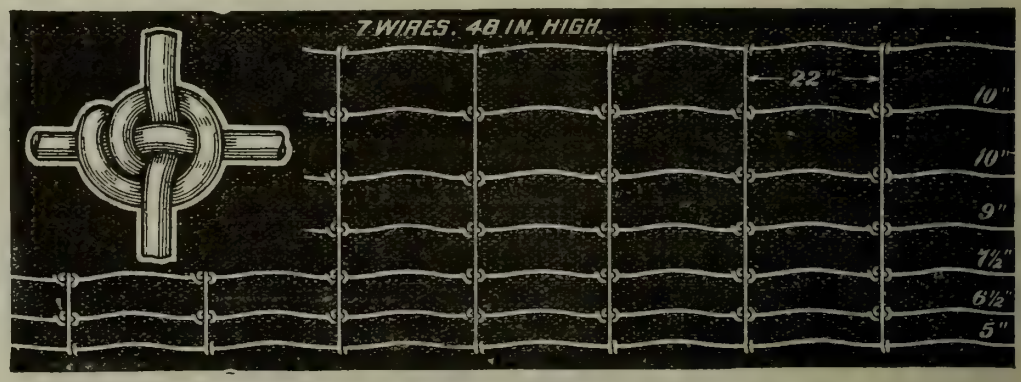
THE KIND THAT LASTS!

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St., West, - - - - TORONTO

THIS is "Dominion Special"

"The Landmark of the Future"



The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL



WHY?

BECAUSE

THEY have been adopted by roofers and contractors as an article of unique merit that effects a two-thirds saving in labor.

THEY are pressed from one solid piece of drawn wire, with heads carefully rounded and planished, so as to afford a solid compact without injuring the frailest roof covering.

THEY make a much superior watertight finished roof, and will outwear any other roof fastener.

THEY are indestructible and particularly adapted to our climate, where sleet, snow and frost have demonstrated the unsuitability of other makes.

THEY have received the approval of the most conservative purchasers and are stocked by leading wholesale and retail hardware dealers.

THEY are in a class by themselves, so why not protect your customers' interests by starting now? It's never too late.

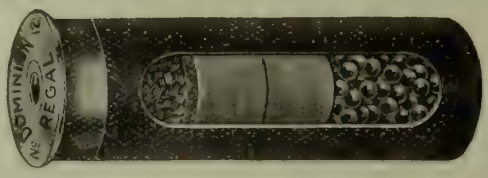
THEY sell themselves, after being properly introduced, with their unique features.

ORDER **NOW** FOR SPRING DELIVERY

UNITED STATES STEEL PRODUCTS EXPORT CO., MONTREAL

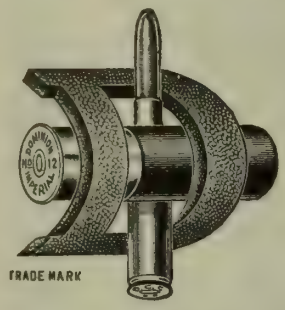


REGAL
BALLISTITE
SHOT SHELLS



are one of the quality successes that have taught the expert sportsman

To Demand



Dominion Ammunition



The Profit-Making Brand

Dominion Cartridge Company, Limited

Ammunition Manufacturers - - - Montreal, Canada

Kemp's Royal Nickel Plated Tea Kettles

Made of Finest Sheet Copper, Heavily Nickeled

Bodies and Bottoms stamped in one piece.



Pit Bottoms

Prices on Application.



Flat Bottoms

Spouts Double Seamed to body with handle stops on ears.

Nos. 7, 8, 9 **Nos. 50, 60, 70, 80, 90**

Each Kettle is packed separately in a cardboard box.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO., of Montreal
39 ST. ANTOINE STREET, MONTREAL, QUE.

Window Competition at Peterboro Convention

Arrangements Completed With Peterboro' Retailers for the Use of Their Windows During Retail Hardware Association Convention Next February—57th Regimental Band Secured for Two Nights—Arrangements for Hardware Exhibition Nearly Completed—Only Two Spaces Left.

After consultation with the hardware and stove merchants of Peterboro' who are members of the Association, the Ontario Retail Hardware and Stove Dealers Association have decided to have five window dressing competitions during their sixth annual convention to be held at Peterboro', February 21 to 24, 1911. Five cash prizes of $10 each will be offered and any hardware or stove merchant (or clerk in a store) belonging to the Association can enter the competition. No entry fee will be charged and any goods required for the displays can be taken from the stocks in the store where the window is trimmed.

The first competition for the best general hardware window will close on Tuesday night, February 21, and the Peterboro' window trimmers will show what they can do in this contest. If any outside hardwaremen desire to compete, however, windows will be placed at their disposal, each of the local stores having two windows. The prize will be $10 in cash.

On Wednesday there will be two competitions and two $10 prizes for the best "stoves and kitchen goods," and "paint and brush windows." There are four hardware stores, two carrying stoves, and five stove stores, and all these windows are available for use in the competition.

On Thursday there will likewise be two competitions, prizes of $10 each being offered for the best tool window and the best cutlery and sporting goods windows.

The details are not complete, but it is suggested that displays must be put in order between 6 a.m. and 9 a.m. each morning in order to allow visiting hardwaremen to watch the methods used in putting the display together.

The Social Evening.

The celebrated band of the 57th Regiment, Peterboro', under the leadership of Rupert Gliddon, has been engaged to play in the Exhibition hall on Tuesday and Wednesday evenings and a special program will be put on both eveings. Mr. Gliddon will also provide an orchestra for the "social evening" on Thursday night, when Harry Bennett, a widely known entertainer, will tell what he knows and sing some songs about the hardware trade. Some men in the trade with talent as songsters, etc., will also help to make the evening interesting, while after and during the program a buffet lunch will be served.

Arrangements for Exhibition.

During the past fortnight the Queen City Oil Company, Toronto, Pratt & Lambert, Bridgebury, Canada Cycle & Motor Co., Toronto and the Peterboro' Canoe Co., Peterboro', have secured space for exhibits, and Adam Hall, stove manufacturer, Peterboro', will probably round off the Peterboro' exhibit with a display of his lumbermen's stoves. This will make seven exhibits of Peterboro' goods. Only two spaces now remain unallotted.

The rules laid down for the exhibition are as follows:

Character of Exhibits.—The management reserve the right to decline or prohibit any exhibit which, in its opinion, is not in keeping with the character of the exhibition. This reservation concerns persons, things, conduct, printed matter, souvenirs, etc.

Space.—The hall will be divided into spaces having 12 feet frontage and 10 feet depth, as shown on floor plan, but the right is reserved to make any changes which may seem desirable. No space shall be sublet without consent of management. Aisle space must not be used for exhibit purposes.

Hours of Exhibition.—Exhibits must be in place by 10 p.m. February 20. Exhibition Hall will be open from 9 a.m. to 12 noon, daily. Also from 4.30 to 5.30 p.m. on Wednesday and Thursday, and from 7.30 to 10.30 p.m. on Tuesday and Wednesday evenings. All cleaning and moving of exhibits must be done before 9 a.m. All exhibits must remain in position until 1 p.m. February 24

Booths and Decorations.—Booths will be uniformly constructed of framework walled in with white bunting to a height at back of six feet, a sign of 18 inches high being placed above this. Side walls will be 36 inches from floor to railing. Prices of booths will include framework, bunting and signs. Booths are left open in front. Exhibitors must provide any shelving, tables or chairs required. Nails, etc., must not be driven into walls or floor. No part of exhibit must exceed eight feet in height. Booths will be ready for occupation Saturday, February 18. Signs, bunting, etc., are to remain the property of the Association.

Lights.—The Armories are well lighted by windows on sides and arc lamps overhead. Extra lights for decorating booths or power for operating mechanical devices can be obtained at reasonable charge from local contractors. Armories will be equipped with 110 volt alternating current.

Watchmen.—The management will provide watchmen and no other persons will be permitted to enter or remain in the exhibit hall after closing hour. A staff of helpers will be provided at opening and closing of exhibition for the free use of exhibitors.

Insurance.—The Retail Hardware Association shall not be responsible for the safety of exhibits against robbery, fire, accidents, or any other destructive cause. If insurance is desired, it must be placed by the exhibitor. No gasoline will, under any circumstances, be allowed in the building.

Badges and admission.—Badge holders will be admitted free to the Exhibition Hall at all times and hardware manufacturers, jobbers, travelers, retailers, or clerks can obtain badges at the Secretary's office at the west end of the Armories. The public will be admitted to the Exhibition hall on Wednesday night on payment of a nominal admission fee of ten cents. Band concerts are to be given in the Exhibition Hall on Tuesday and Wednesday evenings.

Convention Meetings.—A hall at the west end of the Armories is to be used for Convention meetings, except Wednesday night, when the Question Box discussion is to be held, and Thursday night, when exhibitors, etc., are to be invited to join the retailers in a social evening in the Collegiate Institute building adjoining the Armories. Convention meetings are to be held daily from 1.30 to 4.30 p.m. Manufacturers, travelers, etc., are also invited to attend the Tuesday afternoon session and take part in a discussion on "Methods of Salesmanship," conducted by a committee of travelers.

Souvenirs.—Exhibitors are requested to eliminate the distribution of souvenirs as far as possible. The aim should be to hand out **selling pointers** rather than **souvenirs** and to encourage retailers to visit the exhibition hall **to learn something** rather than gather souvenirs.

Shipment of Goods.—Exhibitors can bill goods to the traveler or retailers representing them in Peterboro', or to Ray Best, of the Best Hardware & Stove Company, who will be Superintendent of Exhibits. Peterboro' is a customs port of entry for exhibits imported in bond from the United States. Packing cases can be stored at Armories.

Railway Certificates.—Exhibitors can save money themselves and assist their retail customers to do likewise by instructing their salesman to **ask for Convention Certificates** when buying **one-way tickets** to Peterboro'. If three hundred Certificates are presented **all Certificate holders will receive return tickets free.** As 340 Certificates were presented at the London Convention and this year's exhibition will be twice as large, the **single fare rate is assured** if the exhibitors and travelers assist as requested.

Convention Headquarters.—Oriental Hotel, rates $2 and (with bath) $2.50 per day. Other hotels include the National, Snowden, White and about a dozen other smaller houses.

Use Extra Advertising Space in Holiday Season

At This Season the Public are Looking For Suggestions and the Ads in Local Newspapers are Read More Closely Than at any Other Time of the Year—Use Cuts and See That the Matter is Arranged Attractiveily.

The holiday season is not a time for the hardware merchant to hide his light under a bushel. He must take liberal space in his local papers and also supplement this with booklets and circulars, as well as conducting the livest window dressing campaign of the year.

Probably at no time in the year are newspaper ads. more closely watched by all classes of people than during the month before Christmas and anything which has to do with gift giving is certain to be read if set in attractive form. While the regular space can be used to advantage because of the extra interest in advertising the wise merchant will arrange for increasing his space if not doubling it.

To attract attention special cuts will be helpful and the local publisher and the firms supplying special lines of goods will be only too willing to assist a merchant who is willing to advertise to make his announcements attractive and likely to excite interest. A cut of Santa Claus coming down a chimney or carrying a load of gifts to be found in hardware stores is particularly useful at the commencement of an ad. of holiday goods while scattered through the space, and in such positions that they will balance properly illustrations should be given of some of the most important articles such as cutlery, silverware and cut glass, shaving goods, toy guns, skates, sleds, tool sets, alarm clocks, carpet sweepers, sad irons, brass and nickel table ware, roast pans, lamps, oil heaters, etc. Care must be taken, of course, not to use illustrations out of proportion to the size of the advertisement. A 4-inch cut in a two or three column holiday ad. is decidedly out of place unless it be a special illustration for use with the introductory matter.

Every item advertised should be made to stand out by itself by the use of cut off rules and prices should be quoted on every article on which a figure can be given. The reader of the ad. should be assisted in his effort to select an article to fit the amount he feels he can spend on a gift for his mother or his best girl as the case may be, and if the hardware merchant quotes prices he has a distinct advantage over the jeweler or dry goods man who neglects to do so in his ads.

The unit system of dividing a large ad. into a number of smaller units is an excellent system to follow. Emerson & Fisher, St. John, who have won first prize in Hardware and Metal's ad. contests on three occasions, adopt the plan of using a full page space dividing it up into spaces 2 columns wide and from two to four inches deep, with some smaller spaces of half this size, each space featuring one line and some thought given to place the cuts and divided spaces in a harmonious arrangement.

DeWitt Bros., Napinka, Man., also adopted a similar style. Only four cuts were used and these were placed in opposite corners. A strong heading was used followed by an introductory paragraph calculated to excite interest. And then the various classes of goods were grouped together into divisions of various sizes, the ad. being cleverly broken up in such a way that every item stood out by itself. It was set in a country printing office where the facilities are not nearly so great as in the larger towns and cities, and consequently other merchants should not have much difficulty in having an equally attractive ad. set-up—providing they make up their mind regarding what they want and then see that the printer carries out his part.

The Dunn Hardware Company's ad. is a strong one. The heading is catchy and the thought elaborated upon that "we have done the selecting for you" is likely to appeal to many. The goods are tersely described and prices are quoted, each class being ruled off. It might have been hard to work it in but if the carvers and coffee pots were emphasized as gifts "for the home," the scissors and sweepers as "gifts for mother," the razors and brushes as, "gifts for father or brother," and the skates and pocket knives as "gifts for young folks" the ad. would have contained a suggestive feature which it does not now possess. It occupied ten inches four columns wide.

H. H. Otton & Son, Barrie, used a thirteen inch two column space to fair advantage, although a few small cuts would have livened it up considerably. The heading is significant and the introductory paragraph is suggestive. But the printer failed to take advantage of his opportunity to display the body matter. Neither the names of the goods or the prices are brought out strongly enough. The style used in the Dunn advertisement is far more attractive. The ad. was the means of selling a large amount of goods, however.

W. A. May's nine inch, three column ad. is too crowded and the cuts are not balanced. All the display is crowded to the top and even the signature at the bottom is weak. While several lines are price marked a few more figures would have been better. "What 25 cents will do in the Toy Department," is a good line of talk.

H. D. Moss also crowds too much into his ten inch, two column space but the printer made the most of it and the ad. looks very well. As becomes a "stove store" ad., all the lines featured are stoves or cooking and table utensils.

Bridge Bros.' thirteen inch three column ad. has been well arranged by the ad. writer but the printer could have set it up more effectively. The ornament below "Santa Claus arrives" is out of place in an ad. besides throwing the line up too high. The "Opening of Toyland" cut is good but the following paragraph could have been made more "appealing." It would have been better, too, if it had not run clear across the ad. The cuts balance fairly well, but the matter in the centre column is merely thrown together by the printer with practically no effort at display.

Retailers should insist that the printer take as much interest in making the ads. attractive as the advertiser. The printer has, or should have, the experience and if he merely sets up "copy" as it comes to him he is neglecting the interests of his customer, just as a hardwareman would be neglectful if he made no effort to deliver his goods promptly and in good order.

PRIZES FOR HOLIDAY ADS.

Two prizes of $5 each are offered for the best newspaper advertisement about Christmas goods, such as cutlery, silverware, sporting goods, lamps, stoves, carpet sweepers, household goods, or other holiday lines. One prize is open to hardware merchants or clerks in places over 5,000 population, and the other to competitors in smaller places.

Forward one or more clippings from your local paper to the editor of Hardware & Metal, with the name of the writer of the advertisement, and the name of the paper it was clipped from. With the ad. send a copy of any booklet issued, and a description of any special selling plans or display features used during the holiday season.

The awards will be made by experts, and will be announced, with reproductions of the prize ad., and windows, shortly after the close of the contest. All entries should be mailed not later than December 31.

A farmer in Texas has decided to experiment with the use of electric light for stimulating vegetable growth. He has arranged to procure power from a neighboring plant by which he will supply a network of tungsten lamps, placed 150 feet apart all over the fields. These will be illuminated all night, and it is expected that they will increase the growth of the crops.



A Few Ideal CHRISTMAS GIFTS

There are 5 more buying days before Xmas—you have several gifts to purchase—you cannot make up your mind what to select and so you are reading this, trusting the suggestions will be opportune.

When making our selection for this season of the year we took great care to obtain a variety that would appeal to ladies and men of all tastes, and we feel convinced that a visit to our store within the next few days will be the means of satisfying that indecision, and incidentally the cheering of the recipient who receives your gift.

Case Carvers
In attractive boxes—stag and bone handles, sterling silver mounted, from
$4.00 to $12.00

Tea and Coffee Pots
Elegant nickel-plated goods lend an air of superiority to a lady's table. Several designs from
75c to $2.00

Fancy Scissors
Always appeal to particular ladies. We have all sizes for every kind of purpose, from
50c to $1.25

Carpet Sweepers
make a gift that any wife will appreciate—Bissell's is the best and we have them at
$3.25

Gillette Safety Razors
Are synonymous with the highest art in shaving—they make shaving easy—an outfit costs
$5.00
We also have the EVER-READY set at $1 only

Rubber Set Shaving Brushes
Are a boon to men—the bristles cannot come out—they're set in boiling rubber. from
50c to $1.50

Skates
Skating has started already—hockey will soon be upon us—give your friend a pair of skates
$4.40, $5.00

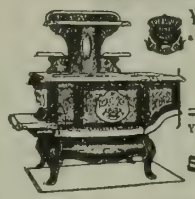
Pocket Knives
You can never make a handier gift than one of these knives—see them, from
35c to 75c

1847 ROGERS KNIVES, FORKS AND SPOONS. BEST NICKEL PLATED BATHROOM FIXTURES

Arthur St. **DUNN HARDWARE CO.** Port Arthur
Successors to BARNES HARDWARE CO.

1909-- CHRISTMAS --1909

For Your Benefit We Have an Unsurpassed Showing of Beautiful Goods on Display.

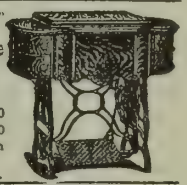


YOU are invited to visit the store these days at your own sweet will. Holiday stocks are falling into line, and there will be a thousand-and-one things to interest you. What better gift to the home than a good STOVE, such as a

Treasure Range or Base Burner
Prices ranging from $25 to $50.

Young man, the gift of gifts to your mother would be a

Sewing Machine at $25.



If that is too much for your earnings, why not buy a

Carpet Sweeper for..... $2 50
Carving Set of 3 pieces, at..... $2 50 to $4 00
Table and Pocket Cutlery from the best known English manufacturers—big variety.



COPYRIGHT

We are showing an extra large display of China Cups and Saucers, China Bread and Butter Plates, Table Sets, Fruit Saucers, Salad Bowls, Spoon Trays, Cake Plates, Biscuit Jars, Dinner, Tea and Toilet Ware.

You will be charmed with the shapes, decorations and prices. WE MAKE CHINA ONE OF OUR SPECIALITIES.

In Silver Plate—We have Rogers Bros' 1847 goods—the goods that wear—Tea, Table and Dessert Knives and Forks, also Spoons, Sugar Shells, Berry Spoons, Pie Knives, Fruit Knives, and Coffee Spoons in sets, Tea Sets, Bread and Cake Plates, Berry Dishes, and Butter and Fruit Dishes. Space will not allow us to mention all we can show you

What 25 Cents Will Do in the Toy Department!

Toyland brimming over with interest and excitement—25c will buy a Toy for a Child, a toy that will continue to be a source of pleasure to that child for weeks and months, and the cost to you 25c. Space will not allow us to mention all we have in this department

We are showing a large line of FINE LEATHER GOODS—Ladies' Hand Bags and Purses, Collar Boxes, Writing Cases, Music Rolls, Handkerchief and Glove Cases, Manicure Sets, Shaving Sets and Fancy Toilet Cases also good Leather Club Bags and Suit Cases. Prices ranging from $2.00 to $6.00

Wishing You A Merry Xmas and A Happy Prosperous New Year.

W. A. MAY,
Dealer in Hardware, Stoves and Tinware. CREEMORE.

Suggestions FOR CHRISTMAS GIFTS

FOR the benefit of those who wonder what they will buy for a Christmas Gift we just mention a few useful as well as ornamental articles in Rich Cut Glass, Silver-plated Ware, Cutlery, Lamps and Nickle-plated Ware that you will find at our Store. For instance

CUT GLASS.. Berry Bowls from $3.00 to $7.50; Water Bottles $5.75 and $6.00; Tumblers $6.50 and $6.50 for half doz; Pickle and Olive Trays, from $1.25 to $3.75

'1847' ROGER BROS'. Silver-plated Ware. Tea Spoons $2.50 to $4.00 doz; Knives and Forks $6.50 to $8 per set; Pie Knives, Fruit Spoons, Sugar Shells, Butter Knives, Cake Forks, Cold Meat Forks, from 75c to $2.75; Butter Dishes $1.50 to $4.50; Pickle Cruets $1.75 to $5.00; Cake Baskets $3.25 to $5.50; Sugar Bowls $4.00 to $6.00; Bread Trays $4.50 to $5.75

Nickle-plated Ware Tea and Coffee Pots 75c to $2.75; Tea Trays 65c to $1.20; Crumb Trays 60c to $1.00

Fancy Lamps.. Library Lamps $3.25, 4.50, 5.00 to $9.50; Hall Lamps $2.00, 2.75, 3.00 to $5.00; Stand Lamps $2.00, 2.50, 3.75 to $6.50

Cutlery..... Carvers in Cases from $2.00 to $7.00; Bread Knives 85c to 75c; Pocket Knives 10c to $1.25; Razors, Safety etc.: The Carbo-Magnetic, warranted, $2.00; The Gillette Safety, silver-plated pocket case $5.00; The Ever Ready Safety, $3.25 to $2.75

(Come in and look. We will keep your selection until wanted. No trouble to show goods)

H.H.Otton & Son

THE 'FIVE POINTS' HARDWARE

THE STOVE STORE

For Christmas

Carving Sets from .75c to $5.50

COMMUNITY SILVER

Meat Forks. Sugar Spoons. Berry Spoons.
Pickle Forks. Table Spoons. Dessert Spoons.
Tea Spoons. Knives and Forks.

We have a nice line of Nickle Plate Copper and English Enamelled ware that would make a very acceptable Christmas Gift

Nickle Plated Kettles. Nickle Plated Tea Pots.
Nickle Plated Trays. English Enamel Toilet Sets
English Enamel Tea Pots. English " Water Pitchers
English Enamel Child's Sets.
English Enamel Trays, all sizes.
English Enamel Cream Jugs.

FOR CHRISTMAS COOKING

Bread Pans 40c (or set) $1.00
Story Cake Tins Wood Choppers
Graters, all sizes Basting Spoons

THE STEINFELD FOOD CHOPPER
SOMETHING NEW IN RENFREW

A nice load of all kinds three sizes and no knives to clean. It is made in two parts and very easy to operate. Price $1.50. The same price as charged in any American city. Call and see them.

Great Reductions on Stoves for Christmas For Cash.

Moffett's Canada 6 holed Steel Range, coal and wood, with high closet and tiled back, elegantly finished. Reg. price square $87.00. Special $60.00
Regular price with Reservoir $53.00. Special $45.00

Royal Jewel 6 holed Steel Range, coal and wood, with high closet, extra finish. Regular price, square $45.00. Special $36.00
Regular price with Reservoir $54.00. Special $42.00

The Pandora. The best Cast Iron Range made, coal and wood, high closet and specially nickled base. Regular price $60.00. Special $47.00

Grand Jewel Wood Cook—the best Farmer's cook stove on the market. Made in four sizes. Great reductions on these stoves for Christmas.

A few Heaters left from $6 00 up

Ten extra good second hand Stoves and Ranges to clear at prices ranging from $5 00 up

Don't fail to call and see these Stoves before buying elsewhere

H. D. MOSS

Phone 27. . . . . Renfrew

Highest Cash Price paid for Hides and Skins and all kinds of Furs.

Santa Claus Arrives

Xmas Gifts for Girls — **OPENING OF TOYLAND** — Xmas Gifts for Boys

THIS Ad. will be particularly interesting to the younger generation. Toys are what the kids appreciate. We have a fine selection any child who cannot be suited from our Stock does not deserve a present



HELLO! Here I am again with a specially selected stock of Christmas Gifts for the Boys and Girls



Coaster Sleds, flat shoeing 25c to 40c. With round shoeing 50c to 1.25. Girls Sleighs 40c to 1.25. Baby Cutters 1.50 to 7.00.



See our hot air Engines and other kinds, just the things for mechanical inclined boys

Teddy Bears 25c to 1.25
Trick Banks 1.50, others 5c to 50c
Building Blocks 10c to 50c
Sad Iron and Stands 5c to 50c
Picture Books 5c, 10, 25c
Horses and Carts 15, 25, 40
Magic Lanterns 50c, 1.00, 1.25
Drawing Slates 10c, 15c, 25c
Fancy Tin Tea Sets 15c to 50c
Musical Tops 5c, 10c, 25c
Tool Carts and Boxes 10c to 75c
Cloth Cats and Dogs 15c to 60c.
Noah's Arks 15c

A big assortment of mechanical toys in Fire Engines, Locomotives, Traction Engines, Negro Minstrel, Balky Mule, Birds, Air Ships, Boats, Automobiles, Climbing Monkey, etc., 25c to 50

Games of all kinds, Ring Toss, Parcheesi, Snip Nine, Lotto, Pit, Snap, Authors, Baskets to make, Dominos, Checkers, and others 5c to 50c each.

For Baby: Musical Bells, Rattles, Rubber Toys 5c to 25c

Also Doll Furniture, Toy Stoves, Wash Tubs, Wash Boards, Dust Pans, Brooms, Whips, Paints, Horns, Rocking Horses, Mouth Organs, Watches, Knives, Crokinole Boards, Snow Shoes, Skates, Hockey Sticks, Pucks, Shin Guards, and numerous other Toys to make the little ones happy



The Kids Dream, don't break their dream, see that they have a good full stocking



Cute Little Bisque Dolls 25c to 1.50. Fancy Dressed Dolls 25c to 1.50

Rubber Dolls 15c, 25c



Doll Head Carriages 75c to 2.00. Doll Cabs, Leatherette Hood and Lining with rubber tires 5.00. Strong Doll Folders with Leatherette hood and rubber tires 3.50. Reed Go Carts 6.00. Dolls Sleighs 1.60. Doll Hammocks 75c

BRIDGE BROS.,

The LEADING HARDWARE - THESSALON, Ont.

Samples of Ads. Featuring Christmas Gifts Used by Canadian Hardwaremen Last Winter.

Crockery and Lamps in Hardware Stores

It Pays to Make Room in Store For New Lines—Strict Attention Must be Given—How Lamp Trade Can be Stimulated and Made Very Profitable.

Lines that are coming in and old lines that, in a sense, are going out, are well worth careful attention. There are in the hardware business a variety of articles constantly coming on the market which are more or less new, and early exploitation of these lines means a good profit to the merchant. Likewise, there are certain goods which have been ousted from public use to some degree by newer ideas and inventions, but which are still used though to a less extent than formerly. By the exercise of a little ingenuity, it is always possible to revive interest in these goods and stimulate the trade. Unless some effort is made dealers will find they are likely to carry stocks for a long time, as the demand is not great when no effort is made to quicken business.

Under the heading "new lines" might be classed, chinaware and crockery. It is true that quite a number of hardware merchants have handled china for some years, but to the trade generally, it is a distinctly novel department. That it can be made to pay is proven by the experience of men who have taken it up. They have found, probably without exception, that there is a profit in handling the goods. Furthermore, they have found that carrying china and crockery draws new trade to the store and means increase of business in all branches. People who come to purchase articles of crockery, gradually get into the habit of buying hardware there as well.

"A novelty line pays, not only in itself, but in drawing new people to the store," said the manager of a western Ontario store, who had tried several specialties and been successful in all of them." We embrace every opportunity to take up a new line and to get into it first."

Pays to Make Room.

One objection raised to the introduction of crockery lines into the hardware store is the lack of space. "I can hardly find room for my regular stock let alone give space to dishes and fancy china," is the complaint often voiced. This objection holds good in a great many cases. Dealers who have only a small store are seriously handicapped and would be wise perhaps to abstain from taking up special lines until they can get into more commodious quarters. This they should do without delay. It is not advisable to attempt to do a hardware business in quarters intended for a tailor, a small novelty merchant or someone to whom space is not a necessity.

In most hardware stores, however, it would be possible to find room for a crockery display. "It pays to make room," said a Toronto man, who has handled the line with profit for some years. "My store is only average in size, as you see, and I have only one window. But I have, without handicapping my trade in the regular lines, made room for a liberal display of chinaware and crockery." To effect this, it would be necessary in practically all cases to carefully study the problem of space economy. Wall space can generally be found for a china case or two. Room should be found for a table as near the front of the store as possible, but it should not be put where it would be in the way of customers. It is equally important to keep a line of such ware continuously in the windows.

Display is Necessary.

To make the crockery department a success, it must be kept right before the eyes of the public. It must be mentioned in advertising and must be conspicuously displayed in the store. Otherwise people will remain ignorant of the fact that the store carries such goods. The knowledge must be, figuratively speaking, pounded into them by force of continual display.

A merchant who had space available on the floor above his store might use it for a crockery department. In such a case, however, it would be necessary to have the fact very prominently featured by cards and placards in the store and windows. If possible, a display of some of the more attractive lines at the windows of the upper storey could be made effective. A large sign board, announcing the new department would be a great help.

It would be folly to go into the line and not push it to the utmost. Customers could not be expected to discover the new goods for themselves. They might deal at the store for months, perhaps years, and not notice. It is essential, therefore, that full publicity be given to the line for some time at the start. After a connection has once been established, the department will not need more attention than the rest of the stock.

It might be added that several dealers have been so successful in dealing in crockery and chinaware that they are now importing most of their stock direct and doing a business that would astonish more cautious hardware men who hesitate to engage "in pastures new." Furthermore, they report that the department has made a place for itself without hurting their regular trade in any respect.

Push the Lamp Trade.

Among articles which are sold less than formerly, owing to the introduction of newer ideas, is the oil lamp. The time when lamps were the sole means of lighting a great majority of houses, is not so long ago. The introduction of gas and electric lighting has of late years done away with the lamp to a great extent, particularly in cities and towns. Just as the lamp replaced the candle, it is in turn being pushed to the background by more modern methods. There is still a good trade to be done in lamps, however, if the merchant, takes advantage of the opportunity in the right way. In nearly all farmhouses the lamp is still used and will be for some time to come. City households need them for emergency purposes, for carrying to the cellar or up into the attic, or for use in bedrooms where the lighting fixtures are not advantageously placed. The lamp is still a necessity more or less and a ready sale can be effected if the hardware man goes at it in the right way.



Lighting Goods Shown in S. W. McClung's Store at Trenton, Ont.

A prominent display of lamps, particularly in the fall when the days begin to shorten, will prove useful. Many firms, with a good country trade make it a point to arrange a lamp window every autumn, displaying not only a variety of hand lamps, but the very best and most handsome hanging lamps available. A very attractive display can be made. If at the same time, bargains in all lamp goods are advertised, a thriving trade will be done.

Distributed Facts to Customers.

One western Ontario merchant, who has specialized on lamps for some time,

adopted as a trade expedient one season, the circulating of a two-page leaflet, dealing with the need for lamps and the excellence of his stock for all purposes. The constant need, even in houses where the lighting facilities are supposed to be complete, was pointed out; good use being made of an incident which had occured in that place a few weeks before. An accident at the electric lighting plant had thrown a good part of the town into darkness one evening and many families had been without either lamps or candles. These little printed "talks" were handed to every customer who entered the store and the merchant as a direct result, did a splendid business.

The candle, though it is a long time since it was used for actual lighting purposes, is coming back into favor, chiefly for its aesthetic worth. The lamp can be made to have an equal value for decorative purposes in the home. Many firms do a large business in parlor and hanging lamps.

The accompanying illustration shows the interior of the store of S. W. McClung, Trenton, Ont. Mr. McClung is one who adequately features the lamp trade and who reaps a good profit from so doing. Not only has he a line of his best hanging lamps suspended from the ceiling, but prominent position in the centre of the store is given to parlor lamps. In this connection one criticism might be voiced. The ceiling is used for display purposes rather more than it should be. Had the lamps only been placed there, the effect would have been better.

The store is in many respects a model one. It is long and fairly roomy, the stock is neatly arranged and well displayed. The whole effect is pleasing and it is quite apparent that the systematic arrangement of goods makes it convenient not only for the customers but for the merchant and his staff as well.

Feature Tool Boxes for the Christmas Trade

A Line That Should be Well Pushed by the Merchant—There is Such a Range of Sets on The Market That All Pockets Can Be Accommodated—The Boxes Fit in Well With the General Display—How to Show Them to the Best Advantage—Getting After Christmas Trade Generally.

"What is the best kind of present that I can give," is the query that is made all the way around at Christmas time, and it is up to the hardware merchant who is catering to the trade to reply to this query, and in such a way that he secures a satisfactory response. From time to time we have been suggesting various lines which the merchant can put forward, and on the present occasion we would deal with one which is hard to beat, not only from the point of utility, but from the point of acceptability. We mean tool sets.

There has been a great improvement in tool sets within recent years. At one time these sets were looked upon as a kind of child's play box, and were composed of a simple deal box, with a saw that would cut nothing else but butter, and a plane which only approached the real thing in that it had the general appearance of one, and one or two other articles of the same kind. These "tools" could be safely given to a child with the knowledge that unless he swallowed them no harm could happen to him. But the idea grew that this tool box could be improved, and that by substituting good lines for the cheap ones, what was a plaything could be transformed into an indispensable home adjunct to the elder person.

Everybody finds a use for a tool, from the schoolboy, who is endeavoring to fashion a boat or build a cage for a pet, to the head of the family, who is trying to rectify a breakage caused by the younger members. Carpenters' tools are therefore indispensable, even more so as labor gets more expensive and it is necessary to do things at home one's self, which at one time would have been left in the hands of a paid mechanic. But it is one thing to desire the tools, and quite another thing to know the most useful ones to buy, and the kind which will do the work which is desired. Buying tools in a haphazard fashion often means that a collection is made which is not entirely satisfactory. To get the most suitable ones, and do away with the buying of tools which may be only wanted once, and then not again for some considerable time, the idea of the tool box has been developed and brought into great utility by the tool makers, until now we have sets of tools which to use the old expression, "supply a long felt want," and which in the case of a customer wishing to give some one a set of tools without having the trouble of selecting them, gives him absolutely the best opportunity of following out his wishes. To the average schoolboy there could not be a more acceptable present than a tool chest. It gives him a chance not only of assembling something, but of tinkering away to his heart's content, and keeps him out of mischief, unless in the absence of the heads of the family he attempts to improve the dining table. And so on, from the boy upwards.

A Wide Range.

And these boxes have a range which will suit all pockets. Even the lowest-priced set is not a toy. It is a really dependable line. The number of tools may be limited, but they are ones with which good work can be done, while as the price increases, so there is a growing collection of tools which will cover all uses. All makers are not quite alike in their tool sets. Some do not believe in including hammers and saws, because nearly everyone has such articles in their house. Others make their sets absolutely complete by including these fundamental articles. But no matter whose make of tool set is bought, the utmost attention is paid to the quality and the selection.

Merchants should make a strong point of these tool boxes. They should display them well. They should be used in window displays, set up on the counters, or if they are particularly large ones, screwed to the wall. They should not be placed entirely out of reach of the customer. A chance should be afforded of examining them close at hand, and testing the quality of the steel. Even in these days tool sets are somewhat of a



Window Display at Belleville Showing Cards of Child's Tool Sets.

novelty. Many people do not quite realize what acceptable presents they make. They should be brought to their notice. These tool sets work in well with any design that the merchant may display. They act as a good centre around which single tools may be placed and the better sets in their well polished boxes show up well. The merchant must make a prominence of these lines. There is no use having tool sets and placing them underneath the counters or at the back of the store. They must be so displayed that the man who is thinking about tools will have his attention directed at the very commencement to these sets. Then again they should be featured in the local advertising while a good many makers help the merchant by furnishing printed matter relating to them with the dealer's name added for distribution in the district.

Make Up Some Sets.

Apart from these sets the merchant himself can make up a few sets. He may not go quite so far as to provide them with wood boxes but he can provide them with cardboard ones, and he can in this way make up a few little sets which will capture the eyes of those who do not want a larger set. If he so desires he can improve upon this and make up more elaborate sets. He can even assemble up a housewife's set, and include a few light tools, such as small screw driver and hammer, pliers, pincers, and a few boxes of tacks, small screws, small wire nails, etc. He can make a specialty of this woman's set, because after all there are some women who can drive a tack. The selling of these tool boxes need not interfere with the merchant's sale of individual lines. He must not think that if he makes a strong display of tool sets that they will stop demand for his separate tools. The buyer of a single tool is not in the same category with one who wants a set, and while the carpenter or experienced tool user will buy just the one article the customer who wants to set himself up will buy a box.

Developing the Trade.

Referring to the development of the Christmas trade the "Philadelphia-Made Hardware" says that tool chests are splendid trade catchers. Special cases of tools for men are certain to make the eyes of the recipient glisten at Christmas. Put it down as a cardinal principle that at Christmas time people are "looking." Thousands upon thousands of people are upon the streets with no definite objective point in view—no definite article that they want to buy. They merely have in their mind some person or persons for whom they want to buy a gift—and they are looking for that gift. Catalogues of holiday gifts or folders, giving a partial list of goods are sure to give returns. Make parallel lists, in a folder, of gifts which you have in stock and which are suitable for certain classes. For instance, have a column of gifts headed "Gifts for a Man" another "Gifts for a Woman," another "Gifts for the Boy," another "Gifts for the Girl." Send these out to all the people on your books and they will unquestionably more than pay for themselves if the subject is well presented.

Now as to the Store: Remember, again, that people are looking. Have something in your window that moves and that will catch the eye. Once attract the eye and you will have many a person stop to look at the lines of goods that you have in the window.



Smaller Tool Set.



Spear & Jackson's Large Sized Tool Case.

If it is not something so elaborate as a great mechanical toy—such as a train of cars, with tunnels, etc.—let it be a handsome revolving stand filled with cutlery. There is infinite opportunity here for the exercise of ingenuity.

Fill your windows with seasonable goods, with the prices well displayed—and you will find that the people will come inside. And when they come inside let them find a store that looks like a holiday store. Clear your regular lines of hardware out of the way as much as you can and give up the aisles to Christmas display.

Put little articles—articles of small cost—up to the front, and work back to your more expensive exhibits. A good many people are "scared" if they step into a store and see a costly article facing them—it's beyond the reach of their purse, perhaps. They are apt to think that everything in the store is too expensive for them, and to turn



North Bros., Yankee Tool Set.

And remember this—that every time you get a person into your store, every time you make a sale of a good article, you are doing something more than just making a profit—you have advertised your store. That is, if the goods are right. This is one of the values of the Christmas trade. The multitude is out shopping, and if you get a large part of the multitude into your store, you familiarize future possible customers with your store. Bear in mind too, as one sound reason why you should get every dollar's worth of the Christmas trade that you can—that it is (generally speaking) a cash business. Unlike so many transactions in staple hardware, you don't have to put it on the books and wait indefinitely for your money.

Hardware dealers are learning that the tendency to buy good stuff at Christmas is strengthening every year and that every year there is greater stability in the Christmas trade—and therefore there is greater reason every year why the hardware dealer should go after the Christmas trade.

TRAVELERS AVOID BRITISH COLUMBIA.

A. M. Cross, western sales representative of the Gillette Safety Razor Company, has returned from a trip to Calgary and Edmonton, and reports trade this year to have far exceeded any previous season, orders for both razor sets and blades having been phenomenally large, particularly in the larger jobbing centres. There is no hesitancy in the west about paying the price for a good article. "There will be very little slack time in our factory this winter," said Mr. Cross, "we will be able to handle all orders for Christmas trade, but our booked business for regular trade is so heavy that I will be off the road for a couple months."

Mr. Cross reports that British Columbia merchants are being made to suffer considerably as a result of the tax imposed on outside corporations doing business in the Pacific province. Dozens of travelers I know only went as far as Calgary and then turned back. The dealers in British Columbia would have liked to have done business with them but the travelers kept off the ground. One large firm wrote to their former customers to the effect that they would be pleased to supply them with goods but under the new law they could only make shipments where cash was paid in advance. The Gillette Safety Razor Company have paid the tax under protest but delay in receiving papers prevented Mr. Cross from using them this season.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. Do You Want Any Address, Any Special Line of Goods, Anything Relating to the Hardware Trade? If Inquiry is of a Nature that the Correspondent Does Not Desire Publicity, He Can Use Initials or Nom de Plume.

The Price of Pitch.

In Hardware and Metal of Nov. 5 an Ontario subscriber asked where he could buy pitch in quantities and at what price. One of the largest dealers in Ontario was asked for the price and the quotation in small quantities was given, with the information that a closer price would be quoted in ton lots. The price to retailers was distinctly asked for and quoted.

Alex. McArthur & Co., Montreal, who handle pitch in large quantities in connection with their building and roofing paper trade, being distillers of coal tar, etc., and who, by the way, secured the order from the enquirer, wrote, pointing out that their name should also have been quoted in answer to the enquiry.

A Toronto jobbing house also write, taking exception to Hardware and Metal quoting the wholesale price, saying that the price Hardware and Metal quoted is the same that they, as jobbers, buy at. This seems unfortunate for the jobber, but the question appears to be, "Is he buying right?" rather than, "Was our quotation wrong?"

Hardware and Metal is occasionally criticized for quoting certain lines of articles too high by retailers and too low by jobbers. Our aim is to quote the average price at which retailers can buy in small quantities, leaving it to larger buyers to secure closer quotations on purchases of greater size.

We invite criticism of the prices quoted. A constant change is going on and while it is not our aim to cause the jobbers to lose money or business, it is our duty to supply our retail subscribers with correct information, and this, with the help of our friends in the jobbing and retail branches of the trade, we will endeavor to do.—Editor.

Wants to Locate in Business.

J. Lamontagne, Ottawa, asks for the name of a town within 50 to 200 miles of Ottawa, where a plumbing business is required, either as a business of itself or in connection with a hardware store.

Glazing a Window.

Smith & Schaefer, Bolton, Ont., write: "What would be the proper price to charge for a 30x40 glass, glazed. One of my best customers feels very much hurt at the price I charged him, and I am anxious to know what would be the charge made by other retailers or members of the Retail Hardware Association. A card from some of them would be acceptable.

Editor's Note.—To glaze a window 30x40 inches, with double diamond glass, Toronto hardwaremen would charge about $1.75 if the sash were brought to the store, and from 25c to 50c extra if a man had to go out to do it.

Crematory Closets.

A western Ontario subscriber asks for the address of a crematory closet manufacturer. He wants a closet in which the solids can be consumed by fire, rather than covered with sand or soil.

Editor's Note.—The Beach Foundry Co., Winchester, Ont., are manufacturers of crematory closets of the type described.

Stove Repairs.

McKillop & Ferguson, West Lorne, ask where they can secure repairs for the Progress stove, formerly made by Grundy Bros.

Editor's Note.—From Jones Bros., Bracondale, Toronto.

Scrap Paper.

W. W. Shaw, Windsor, N.S., asks for the names of buyers of scrap paper, etc., in car lots.

Editor's Note.—E. Pullan, 490 Adelaide Street West, Toronto; J. McGoldrick, St. John, N.B.; C. Brister & Son Halifax; Wm. McFalridge, Halifax, and Train Smith, Federal Street, Boston, Mass.

Chicken Coops.

McKillop & Ferguson, West Lorne, ask where they can purchase wire chicken coops for showing purposes.

Editor's Note.—Model Incubator Co., River Street, Toronto; Canada Wire Goods Co., Hamilton, and Andrews Wire Mfg. Co., Watford, Ont.

New Glass Company.

Arthur J. Dunn asks for address of the Independent Glass Producers, Limited.

Editor's Note.—The company is but newly incorporated. The head office will be in Toronto.

HANDLING CEMENT TOOLS.

A profitable line is developing in connection with the general use of cement and that is cement tools. In all parts of the country farmers are using cement in the construction of silos, barns, corn cribs, stable floors, fence posts, watering troughs and creameries. Nor are farmers always in position to hire mechanics for any odd jobs requiring mechanical skill. In most farming sections the farmer must of necessity be his own mechanic, his own carpenter, and his own mason. The down-to-date farmer must be a well trained "jack-at-all-trades" in the better sense of the word, for opportunities innumerable present themselves, both summer and winter, to exercise his skill along many mechanical lines. The skill which most of them have thus acquired will stand them in good stead in any concrete construction to be done about the home and on the farm. Among the tools wanted are "radius tools," intended for laying out circles, and for finishing curves. "Step corner tools" are made with square, rounded and beveled edges, in order to produce a corresponding effect on curbing, carriage blocks, etc. Another set of special tools are "edgers." On some of these both ends are rounded, one edge being turned down one inch and one-half inch, respectively. All these tools have a three-eighths inch radius and are used to give curbing a rounded edge in place of a square edge. "Jointers" are used to mark off granitoid work, sidewalks in particular, into certain sized blocks, both for appearance and especially to prevent cracks from showing, for it often happens that sidewalks will settle, in which case the crack will be where the joints are, and will thus be prevented from showing across the main walk. These jointers are either rounded at both ends or at one end only, the other end being cut off square, so as to permit the workman to finish the joint close to the wall. Again stable floors, driveways, sidewalks on sloping and hilly ground, require special tools. These are the "hand groovers," the "bush hammer," "indentation," "driveway," "dot," and "ribbon" rollers, all of which do admirably the work for which they are intended. Some of these are made with detachable handles, so as to occupy as little room as possible in the workman's tool box. While the tools just named create a surface to prevent slipping, the "hand corrugating tool," having ten grooves, one-eighth inch in depth, answers the same purpose. Gutter-forming tools are the special finishing tools required to get the right shape and, especially, the proper smoothness which should characterize the work in gutters in cellars and stable floors, to carry water to the sewer; also in sidewalk construction, where the downspout stops at the wall line, and a gutter is necessary across the walk. Those mentioned are but a few of the long list of cement workers' tools already on the market. New ones are being added constantly, as there is a strong tendency from plain architectural outlines and designs in exterior construction of dwellings to those more elaborate and costly. The far-sighted hardware merchant, whether located in city or country, should at least investigate the merits of cement workers' tools, and think seriously of the question of stocking them for the spring.

The British Empire Bridge Company, backed by Vickers Sons and Maxim Co., one of the largest steel working firms in Great Britain, are said to be likely to obtain control of the Dominion Bridge Co., and secure the contract for erecting the new Quebec bridge.

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TAKE PRECAUTION AGAINST FIRE

At no time of the year is there greater danger of fire in retail stores than during the Christmas season, when the staff is working overtime, lights are burning late at night and packing and wrapping paper is scattered around.

Fire is always an unwelcome visitor but never can it be more unwelcome than during the holiday season when stocks are heaviest and opportunities for a profitable trade are the greatest. Care must be taken, therefore, to have store kept clear of waste paper and other inflammable materials, the merchant himself, or one of the most responsible men on his staff, making a daily inspection of the store, say about supper time, to see that everything is cleaned up and the lighting system and heating apparatus are running properly.

Some fire equipment should also be provided, say a tank with buckets of water on each floor. Tinware manufacturers supply these and many hardware stores have equipped their stores and warehouses with them. Right here, too, is an opportunity for hardwaremen to pick up some business by canvassing merchants in other lines for orders for from one to half a dozen of these tanks with buckets, pointing out that their installation will mean a reduction in their insurance rates. Where gas or oil lamps are used particular care must be taken to prevent store decorations from catching fire, and where electricity is used the wiring should be inspected at least once a month to see that the insulation is perfect and the system in good order. In windows where special lights and decorations are used special precautions should be taken and the decorations be made as fire proof as possible. Heat as well as flame may cause fires.

A feeling of security is worth having and it can be had by the exercise of proper care and the following out of a system planned out before the holiday rush commences.

LAYING PLANS EARLY.

It pays to plan out beforehand the methods to be adopted during a certain season. If a merchant sits down and figures out just what he intends to do to push the sale of goods seasonable at that period of the year, he will be able to go ahead with definite plans and his methods of conducting the business will not be characterized by the haphazard measures so often seen. He should in the first place gain some idea of the stock that he has to offer and form an estimate of the probable volume of trade and the chances of enlarging it. The next step would be to plan a suitable display of goods, not only in the windows but in the store as well. Suggestions might be asked from the clerks as to the best plan for bringing the seasonable lines to the front in the store.

A definite advertising campaign should be planned early. The man who does not think of what he intends to say in his ad. until the moment he sits down to write it, and who writes one ad. without regard to what he has used before or what he may use in the future, is not at all likely to get best results from his work. The wisest plan is to settle at the outset just what you intend to say to the public in each issue during the season. The ideas thus formed may have to be altered as circumstances arise but continuity of purpose is necessary in advertising as in everything else and will bring the results.

Careful preparation is required for successful accomplishment of purpose in all phases of life. Particularly necessary is it to the retail merchant who has to face keen competition and must adopt his business methods to existing conditions. The day has passed when a store can be handled in an off-hand, take-things-easy way. Too many merchants are not fully alive to the fact and are not, as a result, working along progressives lines.

THE RETAILER STOOD PAT.

In a store in Eastern Ontario last week a farmer dropped in to get a bottle filled with raw oil. The bottle measured 1¼ pints and the retailer asked him 22 cents for the oil, but the farmer said he could buy it around the corner for 15 cents.

Did the retailer meet the cut? No, he said: Alright, Mr. Smith, go around and buy from him if you are sure that the oil is not adulterated. But give me a chance on any other business you have. I cannot sell the oil at that price but I have no objections to you buying elsewhere if I can't meet the price. And to show you that my price is fair I might say that raw oil has advanced from 70 cents to $1.10 per gallon this year and at 22 cents for 1¼ pints I am asking at the rate of $1.40 per gallon, and when you consider that I have to pay freight, cartage, wages, etc., besides loss in leakage, etc., my price is a fair one. But if you can buy pure oil at 15 cents equalling about 96 cents per gallon I would advise you to buy just as I would buy wheat from you if you offered to sell at 96 cents and the market price was $1.40."

"What's the price of this axe head?" queried the farmer, "I paid a dollar for one here last winter and it was no good, wouldn't keep an edge at all?"

"Why didn't you bring it back, then," replied the retailer, "I'd have given you another for it. But if you need a new one now I'll let you have that for 60 cents to make up for the loss on the other one."

The farmer took the axe head and went around the corner to buy his raw oil. He felt that he had saved money on both purchases and instead of feeling sore on the retailer for being high-priced in his oil he felt that he had been fairly dealt with, and when he wanted some more hardware he'd give the retailer who was so frank and fair first chance for his trade.

The incident is quoted to drive home the point that if diplomacy is used a merchant can hold his customers' trade every time. And the price cutter, instead of winning favor as a result of his low prices was put down as "Mr. Easy Mark," in the customer's mind.

A LACK OF JUDGMENT.

When a merchant admits he cannot compete with a mail order house, he makes a very foolish statement. Not very long ago a merchant was heard to say, in a bitter, grumbling tone, with two or three customers in the store, that he didn't understand how it should be, but he could not sell as cheaply as ————'s, naming a large departmental store in his city.

Who will deny that such a statement was a strong advertising talk for the big store? As a matter of fact, he was selling the bulk of his goods as cheaply as the departmental store. But he had just noticed in an advertisement that the price of a particular article was cut by his competitor, causing him to give vent to his injured feelings, and leading his customers to believe he was overcharging them.

This is an example of lack of judgment. He might have said that the department store was cutting prices in a few cases, but that this was one of its methods to attract trade; that it made big profits on the goods sold through

getting people into the store; that it demanded cash in every case; that it does not give the personal attention supplied by the retail dealer, etc.

That was left unsaid, and the very thing that shouldn't have been said was said. It diminished that dealer's selling power.

Judgment is a necessary attribute in the retailer's business.

IMPORTANCE OF WINDOW DISPLAYS.

Many hardware merchants do not appear to realize the full value of window displays. They are too often content to have a few staple lines placed in the window with but indifferent attention to arrangement and effect. So long as some fairly seasonable lines of hardware are included, they think that everything necessary has been done.

It should be realized that an effective window is a splendid advertisement. It impels people to stop and look. If they see something there that they want, it is just a step to the door and their resolution has no time to cool. On the other hand, newspaper and circular advertising —though undoubtedly effective—reaches people in their own homes. It is generally a case of waiting until next day to put into effect a resolution reached to buy some article that has been advertised thus. The window, then, has this one great advantage; it presents its arguments at close range. It has another advantage, in the fact that the goods themselves are shown and the argument is likely, therefore, to be more convincing.

Hardware dealers have such an infinite variety of goods in their stock that the arrangement of effective windows should not be a matter of much difficulty. Not only can frequent changes be arranged but each display can be made up exclusively of one line or one branch of the trade. One week builders' hardware might be utilized. A display of paints could follow, then a showing of cutlery and so on. Variety, which is the spice of life, is the secret of success in keeping up interest in the window displays of one particular store. No line of goods should be neglected.

It has been found a wise plan to draw up a schedule allotting to the window display of each week a certain number of goods, thus making sure that every salable article will be featured at some time or other.

A DECREASE IN CEMENT.

A substantial cut has been made in the price of cement by Canadian companies. The price decrease has led to talk in the daily newspapers of a "rate cutting war" between the Canadian Cement Co. and the independent dealers. As a matter of fact there are several reasons to which the change in price can be attributed.

First and foremost, perhaps, is the keen competition between the interests merged in the Canadian Cement Co. and the other cement concerns. Then, there has been of late a saving in the cost of production, due to the adoption of economic measures, and this undoubtedly has had something to do with the price reduction. The fact that the end of the present season is in sight, may have been a contributing factor.

The reduction was first made by independent companies who, observing that a change in the market was pending, promptly took the first step, and reduced the price. The move became general, and there has been a reduction in all sections. In Toronto 5 cents a barrel was cut off, and the selling price is now $1.55 in large lots. In other places 10 cents was taken off, and report has it that in a few places the decrease was 15 cents.

Straight Talks on Hardware Salesmanship

TALK No. 3 BY VICTOR LAURISTON

He dropped in upon me just now loaded down with catalogues. Why he brought the catalogues is a mystery, for he reeled off their contents without ever consulting the originals.

He was trying to sell me a typewriter. "Just-let-me-show-you-our-proposition," he cried, all in one word; he said it so fast; and he went ahead at a speed that would have taken the flying fingers of a court reporter. My slow mental faculties found the speed too many for me. If he had stopped midway for breath, I would have told him I didn't buy the typewriters—that the boss looked after that. I would have told him a lot of other things, too. I would have—but what's the use talking. I couldn't, couldn't, couldn't slip in a word edgewise.

Typewriters aren't hardware, you say? No—though here and there a hardwareman does a sight worse than take a typewriter sub-agency. But there's a world of talking done in the hardware business, and in its first cousin, the implement business.

Next time you are out upon the road, pull up your horse a minute before you turn into that farm-lane, and ask yourself the question: "Wouldn't it pay me better to let the other fellow to the deal do ninety per cent. of the talking?"

It isn't talk that sells goods. True, talk sells some goods, to some people. But you can talk all day—all week, if you like— to the great majority of people, and at the end of it all they'll just chirrup that they're not buying just now—would you kindly call again some time when they're sure to be out. They don't speak those last few words, but their disinterested tone tells you, if you've the perception of a bat, that that's just what they mean.

For talking isn't salesmanship—that is, mere talking. There's got to be something back of it, and something in front of it, too. The thing in front is a receptive listener.

One of the best salesmen I know is a quiet, unobtrusive fellow who drops into a farm-house, sits by the fireside, interjects half a dozen words now and then into the farmer's conversation about crops, and—well, before he or anyone else knows it, Mr. Farmer has bought a stove, or a buggy, or a piano. And the fun of it is that nobody else seems quite so surprised about it as the quiet, unobtrusive man himself, who hasn't spoken as many words from start to finish as I've taken to tell you about him.

While the farmer's been discussing crops, the quiet man's been listening. More than that, he's been mentally reaching out, testing the sound-waves, getting his wireless apparatus into touch with the farmer's. And when his C.Q.D., or whatever the wireless people call it, goes across the intervening space, the farmer shoots back an instant response: "Piano?—let's see



Let the other fellow do some talking.

what it's like," and in a minute or two there's nothing to do but pocket the first instalment and the accompanying lien notes and move on to the next victim of wireless wiles.

The quiet man's practicing conservation —conservation of conversation. He lets Mr. Farmer do the talking, and he lets Mr. Farmer think, too, that Mr. Farmer's been doing the thinking. The only thing Mr. Roadman does is the selling—and he can go over the country in the trail of other Roadmen with the gift of gab, and sell more stuff in one trip than they could sell in three of four. And he sells it so that it will stick, just because he makes the farmer want to buy it—which is the best (in fact, the only) way to sell.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin—Advance of 2c.
Domestic Lead—Advance of 10c.

Toronto.

Tin—1c advance.
Advances predicted in putty and turpentine.
Cement—Decrease of 5c to 10c a bbl.

MONTREAL.

November 18.—Another 2c advance marked the local tin situation this week. The London market is naturally keeping things very tight here, while there is not a great amount of spot tin. This, combined with the extra trade consequent upon the closing days of navigation, gave an exceedingly firm tone to the market. Buyers of good round lots found it hard to obtain concessions. Domestic lead was advanced 10c, and it is certainly worthy of note that domestic is now within 5c of imported. As a rule, the home product is kept at about 10c to 15c below, unless there is any unusual market condition existing. All the other metals are firm. Copper, while not showing any further advance, has not gone back at all. Spelter is exceedingly strong, while imported lead, reflecting primary market conditions, is firm in tone.

Trade all the way round is very good, and there is practically no stock in hand excepting in the case of users of imported iron. Here the winter freights play such an important part that stock has to be carried, although despite the warnings of last year, it is anticipated that requirements have by no means been covered even over the first three months of the winter season.

The chief feature of the primary markets is the continuance of the control of tin in London. Another big jump marked the week, and it does not look now as if the bull operators were going to let the price drop before the coming Banca sale. A tremendous amount of buying has occurred, but very little of it has apparently been for legitimate consumptive purposes. The American users are keeping off the market, and speculators are quite in command. Copper has been undergoing some flurries, and London fell away under the influence of Wall Street, but regained confidence again. Unlike when the recent improvement first started, the metal is now supported by the speculative interests, rather than by the legitimate buyers. Still the market seems fairly strong and able to maintain the recent improvement. Spelter and lead in the primary markets have been keeping up their strength. Spelter looks billed for a continuance of the healthy movement, but lead is not so happy, and the increasing quantity of metal on the markets seems to foreshadow a falling off. Cleveland warrants show very little change. The metal situation in the States is about the same, with new business light, and premiums withdrawn for future delivery.

Pig Iron—There is increasing bustle in the imported pig iron market, as within another week the port will be closed. Warehouses are well loaded up, and large users are carrying good stocks. The opinion is, however, that there has not been enough buying ahead, and that the proceedings of last year will be repeated, when all the available pig iron was scooped up and winter freights paid long before the river was open again. Only those who have to pay the difference in freightage or ex-store prices know what this means. The domestic siuation is the same, with furnaces showing plenty of business in hand. The situation in the States remains practically unchanged, except that prices for the first quarter of the new year are on the same basis as for prompt delivery, whereas until lately premiums were asked and obtained for forward delivery. This looks as though producers had given up the hope of expecting any great improvement until the spring. Structural steel contracts are light, and there is small prospect for important orders from the railroads in the near future. Hope has been given up that after the elections there would be a flurry in new business.

Tin—With another advance of 2c, the jobbing price of tin is now at 42c. Even for large lots the price is not greatly shaded. Spot tin is on the light side, and the demand, despite the figures asked, is good, owing to buyers having been purchasing heavily to save freightage and to the metal generally being wanted. There is very little extra tin knocking around these days. There is very little alteration in the primary markets. The syndicate in London have maintained their hold upon the markets, and another strong burst of buying marked the week.

Copper—Still at 14c for jobbing lots, with fair concessions for fair-sized orders, copper has been moving out very satisfactorily, and buying has been well distributed. Inquiries have again fallen off, consequent upon the slackening up of the recent improvement spurt, but the ground gained then has not been lost. The speculative market has been somewhat controlled by Wall Street, and London has been fluctuating, but on the whole there has been a better tone. There is an absence of news regarding the producers' attempt to restrict production, and it looks now as if we were as far off as ever from restriction. But it will have to come.

Spelter—Spelter is very firm, but shows no change. Buying is good, and inquiries show that there is a lot of business coming along. London prices keep up to the high level. Holders are asking premiums for January and March, and decline to quote this side of the year. The galvanized sheet trade are buying much spelter. St. Louis is firm and showing a tendency to advance.

Lead—Domestic lead has been advanced 10c, and is now within 5c of import, which is somewhat unusual. There is good trade going, and inquiries are coming in fairly freely. The English market is, on the whole, steady, but conditions are not so favorable to the maintenance of prices as there is much more metal offering than was the case a few weeks back.

TORONTO.

Toronto, Nov. 18.—The tone of the metal market is strong locally, despite some uneasiness felt on the score of tin. The manipulations on the primary tin market at London, which have caused first a sudden decline and then a distinct rise in price during the past week, have created a little apprehension. The price here has firmed up some, as a result. Fullest confidence is now displayed in the copper market, and the price remains stationary, with no prospect of an immediate slump.

The market looks good for next year, as large orders are being booked up for 1911. The outlook is most encouraging in practically all lines.

Pig Iron—The demand for pig iron is active and large orders are being freely placed, mostly for prompt delivery. Prices are unchanged locally: Canadian No. 1, $19.50; No. 2, f.o.b furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee. No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence, No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin—The primary market has experienced sharp and sudden changes during the past week. On Friday, Nov. 11, the price declined sharply. On Tuesday an advance of £1 was recorded, and on Wednesday a further increase of £2 was made. The bull element maintains control, despite the concerted efforts of the bears, and the high price is likely to be kept up. The result has been a firming up on the local market. Most jobbers are quoting 40c and 41c, with concessions for ton lots. Orders received are mostly for small lots just at present.

Plates and Sheets—There is a good demand still and the supply is plentiful, making the market much more satisfactory than for some time back. There is a tendency toward firmer prices in some lines, several jobbers quoting as high as $2.90 for ordinary 52 sheets. The price of tinned iron sheets has gone up 2s on the London market, but this advance has not affected local prices as yet. Orders are being placed freely for next year.

Copper—The utmost optimism is expressed here with regard to copper. No curtailment has been effected in the production, but all reports are to the effect that the consumption is right up, if not a little in excess of it, so that no fears

need be felt on that score. With increasing confidence prices show a tendency to become more firm. The prevailing quotation locally is 13½c, although one jobber asks ¼c higher.

Lead—The demand for lead is good and prices remain firm. Domestic is quoted here at $3.75, and imported at $3.80, although one quotation of $3.85 and $3.90, respectively, has been heard this week.

Spelter—The spelter market is showing a strong tone. Although the output is good, the consumption is at least equal to it. Local quotations range from $6.15 to $6.25, no change having taken place for some weeks.

Old Materials—Prices are firm in all lines of scrap metal. The supply is still good. Scrap zinc is firmer, being quoted now at 4c. Other quotations are:—Heavy copper and wire, 11¼c to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

Cement—An increase of from 5c to 10c per barrel is quoted.

HARDWARE MARKETS

MONTREAL HARDWARE MARKETS.

Nov. 18. — Trade has been moving along very briskly, and some satisfactory loads have been sent by the boats. In fact the business shipped recently seems to be heavier than for some years past. Except in the case of the Christmas goods, the demand has been of a purely sorting up character, but is well distributed, and although dealers are buying cautiously, they are buying steadily, and with a good deal of confidence. Skates and hockey sticks are prominent, likewise snow shovels, weather strips, sleigh bells, sleigh heaters, lanterns, are moving in a sorting up way. There is a good demand for general kitchen lines and for utility goods. Lumbermen's supplies are now very strongly in request and boot calks, axes, axe handles and cross cut saws, as well as snowshoes, are prominent.

Christmas lines are naturally the most prominent, and carvers in cases, fish knives and forks, dessert knives and forks, general lines of silver and plated ware, shaving sets, razors, manicure sets, are moving well. These lines are being pushed strongly by the travelers, and merchants are buying very confidently. Tool boxes and single tools are also showing a good movement. Heating lines have been accelerated by the recent cold weather.

All the way round there is a good tone. Prices are firm, and although booking is not very evident as yet for next spring, although poultry netting and fencing are being taken, there is plenty of evidence that there will be a big swing after the commencement of the new year.

Cutlery, Silverware and Fancy Goods.—Christmas lines are moving out in good strength, and sorting up orders have been received from dealers who have looked over their stocks, and found them not quite so complete as they expected after the first ordering. Cutlery, table ware, scissors, nut crackers, brass and copper lines are in strong request. Shaving sets, razors, manicure sets, cut glass, tea kettles, clocks and watches are prominent.

Seasonable Lines — Weather strip, sleigh bells, snow shovels, and other lines are moving steadily in a sorting up way. Dealers report a good consumptive call. There is a slight stimulation in enamelware, while bread mixers, meat choppers, and general kitchen utilities are in good request. Steady booking is being done in stoves and ranges, and there is a good call for oil and spirit heaters.

Sporting Goods.—There is a good demand for skates and hockey sticks, while the movement in snowshoes, sleds and toboggans has been quickened by the colder weather and the fall of snow. Air guns for the Christmas trade are being booked well, while gymnastic lines are in steady demand. Ammunition after a very fine season is showing signs of falling off.

Builders' Hardware.—The demand has somewhat fallen off, although the volume going through is still very good for the time of the year. The market is unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside), $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—Orders are of fair strength at unchanged prices. Nails and machinists' tools are in fair demand. We quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Heavy Hardware.—The boats have been taking good lots of heavy hardware. The demand will now probably commence to slow up. We quote:—Chain coil, ¼ $5.25; ⅜, $3.80; ½, $3.50; ⅝, $3.25; 1, $3.25; anchors, 4½c lb. up; merchant bar iron and mild steel, $1.90; steam gauges, $1.50 each up; injectors, $4 to $18 each.

Wire.—Booking is being done in fencing wire and staples. There is a moderate inquiry for other lines. The market is unchanged, and we quote: Barb wire, $2.20, plain twist $2.50, coiled spring (9) $2.20, (12) $2.35, staples, bright $2.60, galvanized $2.85.

TORONTO.

Toronto, Nov. 18.—The hardware market is strong and activity is reported in all lines. The year now drawing to a close has been in some respects a record-breaker, one jobber going so far as to declare it to have been the best his house has ever experienced in point of output. Whether this optimistic estimate would be upheld if a close scrutiny were made into the volume of trade done in all sections is a question. There can be no doubt, however, that at the present time things are going with a rush. Jobbing houses are so busy that it is found a difficult matter to keep up with the trade.

No changes are reported in price lists but it is more than likely that a week's time will see a few increases. The price of galvanized barbed and plain wire in the United States has advanced $1 a ton and there is every possibility of the change being reflected in local prices. It is hinted that an increase will be made next year in some heating lines.

Seasonable Goods.—There is a firm demand for seasonable goods. Winter lines are being taken up rapidly and dealers in all sections are losing no more time in stocking up in sleigh bells, sleigh heaters, weather strip, snowshovels, sleigh bells, lanterns, blankets, etc. The call for stall accessories has fallen off now. In household goods, there is a brisk movement. Pots, pans, enamelware of all descriptions, cooking and kitchen utensils are being bought consistently, evidencing a good demand for such goods at this season.

Builders' Hardware.—There has not been any noticeable falling off in builders' hardware, despite the more severe weather of the past week. The call from the cities remains firm and a little business is still being done in the rural sections. Glass, sash weights and kindred lines are much in demand. It has been found hard to get barn door hinges this season and the demand still exceeds the available supply. Door hangers are moving well but stall fixtures are not in much demand.

Heating and Lighting Goods.—The demand for stoves and heating goods is appreciably slackening, but the manufacturers have not yet caught up with their orders. In a couple of weeks probably they will get abreast of the demand and after that no difficulty will be experienced in handling the trade. Prices remain firm, but it is more than probable that an advance will be made in stoves next year. At the present time all materials used in the manufacture of stoves are dearer than when the prevailing prices were set. Nickelware is more expensive, plates have advanced and there has been pretty general increase in the metal market. In addition, labor is dearer. Not only are the men paid more but it is extremely hard to get them, owing largely to the

demand for skilled men in the United States where the growth of the automobile industry has created a greater need for men and a higher scale of wages. It would not be surprising, then, if a raise in the price of stoves were made next spring.

Sporting Goods.—The demand for skates and hockey goods is now brisk. This constitutes the bulk of the sporting goods sale at present as guns, ammunition and all fall lines are practically at a stand still now. The skate trade is proving particularly brisk.

Heavy Hardware.—The demand is not as good in the heavy lines. Bolts, nuts and rivets are being sold still and bar iron and steel are moving as well as could be expected. No changes in price are listed here. The discounts on carriage bolts are quoted: ⅝ and smaller, 70; machine bolts, ⅝ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—The greatest demand is for Christmas lines of all kinds. Cutlery is one of the biggest sellers, the trade extending to all lines. Jobbers report that, owing to the big demand, cutlery stocks are rather lower than they like to see at this period of the year. Cut glass and brass goods figure prominently in the trade. Metal toys, tin toys, clocks, razors and chafing dishes, are selling briskly and it becomes daily more apparent that the trade is going more into holiday goods this year than in any past season.

Wire.—Locally the situation remains the same, with prices stationary. The advance of $1 a ton made in the United States on galvanized barbed and plain wire may lead to advances in the matter here shortly.

HARDWARE TRADE GOSSIP

Ontario.

W. M. Cameron, former hardware merchant at Fort William, has bought a farm in Carpenter.

T. Aquin, hardware dealer, Montreal, has assigned, and a meeting of the creditors will be held on Nov. 19.

W. W. Schweitzer has sold his hardware business at Emo to C. R. Langstaff, who will take charge shortly.

Spring Bros., Elmvale, have disposed of their hardware business to Charles Snider, of Tiny Tp. The transfer takes place on February 1.

Harry Gibson, of the Bailes Hardware Co., Cobalt, has returned to that town with his bride, nee Miss V. N. Terwilleger, after a honeymoon trip to Buffalo. They were given a hearty reception by friends.

David Courville, hardware merchant, Alexandra, is the successful tenderer for the heating by steam of the Sacred Heart church. The system must be in running order by the third week in December.

A young man in McGregor's hardware store, Caledonia, was giving a high kicking exhibition, when he slipped and fell through a glass show case, doing considerable damage, and cutting his hand seriously. The moral is obvious.

Robert C. Muir, southern manager of the Glidden Varnish Co., who has had headquarters in Atlanta for the past five years, has been apointed general manager of the company's business in Canada, with headquarters in Toronto.

A new factory to manufacture carpet sweepers, vacuum cleaners, clothes washers and other household articles is to be started in Guelph by W. W. Hesson and W. E. Rothwell, both of Toronto. Thirty hands will be employed at the outset.

E. Fielding, commission merchant, left on Monday for Jacksonville to attend a convention of the producers of turpentine in the state of Florida. He intends to try to impress upon the convention the importance of doing something to prevent the imposition on the public of adulterated goods in this district.

The Taylor-Forbes Company was the first Guelph factory to use Niagara electric power, which was turned on in the woodworking shop at 5.30 Tuesday. J. M. Taylor turned on the power in the presence of Manager Heeg of the civic Light and Heat Department, and the superintendents of the different departments of the Taylor-Forbes Company.

Quebec.

The annual meeting of the Canada Car Co., Montreal, was held this week. The past year's business amounted to $8,500,000. N. Curry was reelected president, and W. W. Butler vice-president.

On the demand of Alfred Prudhomme et Fils, Theo Aquin, hardware merchant, Montreal, has made a judicial assignment of his estate for the benefit of his creditors. The liabilities amount to about $12,000.

Between three and four thousand dollars' damage, partially covered by insurance, was caused by a fire which broke out in the Bedford Stove Co.'s works, Bedford, Que., after the works had been shut down for the day.

A new varnish company has started in business in Montreal, under the name of the Holland Varnish Company, at the head of which is Norman Holland, who was, until recently, connected with the Dougall Varnish Compny. A comprehensive factory has been built, and arrangements are nearing completion for the commencement of manufacturing.

A large tract of land, some 15 acres on the Lachine canal bank, Montreal, with railway facilities, has been bought by the Steel and Radiation Company, a merger company with headquarters in Toronto. The site was purchased for the purpose of erecting a manufacturing plant, and it is expected that the new industry wil give employment to about 500 men.

A keen contest for the presidency of the Dominion Commercial Travellers' Association is expected in Montreal, owing to the nomination of both Bevans Giles, present vice-president, and Charles Gurd, an old time officer of the association. For the vice-presidency A. J. Brown and E. Duckett are nominated. For the five positions left vacant by the retirement of N. Picard, H. M. Levine, L. Decelles, A. J. Brown and J. T. McBride from the directorate, there are fifteen candidates: Geo. W. Prescott, M. W. Hackett, L. L. Bernard, Robert Wall, H. M. Levine, John O'Donnell, Geo. L. Bert W. C. Murray, John T. McBride, Eugene Poitvin, Charles L. Martin, Wm. J. Irving, C. C. Laprierre, C. M. Cameron, J. Fred Featherstone, and G. L. Burritt.

C. T. A. NOMINATIONS.

Toronto, Nov. 17.—Nominations were made at the meeting of the Commercial Travelers' Association of Canada for Saturday. These nominations were :

President, G. Gemmell, Jas. H. Lumbers ; First Vice-President, S. M. Sterling ; Second Vice-President, James G. Cane, John H. Wildfong ; Treasurer, E. Fielding, William Meen.

For directors the nominees were as follows : Toronto Board—J. W. Charles, Alexander Cook, John Everett, R. G. Hector; George W. Moore, D. H. Mackay, Joseph Pease, A. C. Rogers, W. H. Scott, C. J. Tuthill, W. E. D. Tighe, William Williams, A. Whitling, Joseph Zammers, nine to be elected.

Hamilton Board—E. J. Fenwick, 1st Vice-President ; John Stoneman, 2nd Vice-President.

Directors of Hamilton Board—W. H. Dean, W. W. Godard, A. F. Hatch, F. W. Jarvis, S. Male, W. P. Malone, George Matheson, D. C. McKeown, George M. McGregor, Charles C. Smye, P. A. Sommervillo, H. G. Wright, E. O. Zimmerman (six to be elected).

Berlin Board—Fred Doering, W. J. Moody, E. Marrin (two to be elected).

Kingston Board—W. H. Graham, W. S. R. Murch, (elected by acclamation).

Guelph Board—Adam Taylor, Vice-President ; Alex Thomson, (elected by acclamation).

Brantford Board—J. S. Hamilton, D. J. Waterous (elected by acclamation).

Montreal Board—William Cauldwell, Vice-President ; H. Williamson and J. H. Gallagher, directors (one to be elected).

Winnipeg Board—H. Miller, Vice-President ; A. C. Merrett (elected by acclamation).

Vancouver Board—Frederick Buscombe, Robert Stewart, directors, (elected by acclamation).

Ottawa Board.—J. H. Lawrie (elected by acclamation).

Brockville Board—M. Moore (elected by acclamation).

Scrutineers of the ballot elected—H. Clearihue, Robert Keyes, Walter Madill.

The result of the ballot will be made known at the annual meeting of the association to be held in St. George's Hall on Dec. 29.

Beware of Advertising Your Own Weaknesses

So Warns Writer Who Calls Attention to Disorderly Windows and Dirty Store Interiors— How Such Conditions Diminish Selling Power—Why Every Dealer is a Believer in Advertising—The Question is 'How to Make It Advantageous.'

By Henry Johnson, Jr.

Whether you like it or not; whether you "believe in it," or not; whether you know it or not, you are advertising every day you keep your doors open. Which being the case it behooves you to study advertising and study it well. And, in view of the primary importance of the subject, it is deplorable that it receives so little intelligent, unbiased consideration. For mind you, I said you advertise, but I did not say you advertise to your advantage. Many advertise their own weaknesses, bringing their faults into prominence with very unfortunate, very costly emphasis.

Brush Those Cobwebs Away.

Now why should you have the assurance, the "nerve," so to say, to pass up the subject of advertising with a careless word or two, as you so often do, clearing the decks with the one pet, sweeping assertion to which frequent repetition may have leant a meretricious authenticity? Why, bless your heart! you would not consider the installation of an elevator in such a spirit, putting your inexperienced, half-tried, hap-hazard judgment against that of those who have studied elevators for a lifetime. No: nor would you undertake the purchase of a single barrel truck in such a frame of mind. So, therefore, let us brush the cobwebs away and approach this weightiest business problem with something akin to the careful consideration and suspended judgment to which it is entitled.

Since, then, you advertise whether you want to advertise or not, let us seek to discover how you may advertise to your advantage. And let us begin with the beginning, fixing firmly in our minds the cardinal principles that, as we must advertise, we will (1) advertise honestly; and we will (2) advertise to our own advantage. This means that we must KNOW our goods thoroughly —not superficially—and that we must see to it that conditions in and about our stores are such that we can tell the naked and unvarnished truth to our OWN ADVANTAGE. This is somewhat of an undertaking when you come to consider it.

Covers a Wide Area.

To begin with, let us understand each other. Advertising is not the use of printers' ink, though printers' ink is a wonderful agent for the dissemination of knowledge, advertising and other. Advertising is vastly broader than this. Advertising embraces all business promotion. Notice that: ALL business promotion. This means that everything done about your store is advertising, positive or negative: for you or against you. That is my interpretation of advertising.

So we better begin with your windows, since the windows are your introduction to your trade. I do not think there is any single advertising medium that equals the power of your window to do or undo. To realize what this amounts to, suppose you step outside and look inwards through your windows to-day, just after you have read this column; trying to picture to yourself what would be your own impression of yourself as a merchant if you were a stranger going into your store and "sizing up" the store through that single medium. The experiment may open your eyes. For, as in things spiritual, most troubles are hidden within where they are not readily seen; so also in the grocery store most difficulties, handicaps to success and various drawbacks may be found in blindness to our surroundings; carelessness of those familiar details attention to which would spell SUCCESS.

Excuses Now Obsolete.

Let your reform in advertising begin at your windows. Clean up! Better a clean empty window than a display allowed to become dusty and fly specked therein. Continue the process clear back to the rear door and then up and down stairs, searching into every nook and cranny. The time is forever gone when any excuse will cover a dirty, disorderly store; for too many have clearly demonstrated that not only is order and cleanliness possible and practicable; not only does it pay "indirectly" as advertising; but it also pays directly in dollars and cents. In a certain city is the home of a large food company. It is not a rhetorical twist to say that you might invert your dinner plate on any portion of the floor of that factory and then eat the food with less liability to get dirt or disease into your system than in the average cheap restaurant; that is simply a statement of solid fact.

One accustomed to old-style methods would question whether such exceeding cleanliness could pay. The fact is well established, however, that the business of this company is highly profitable, and that a great proportion of the profit is directly traceable to its exemplary cleanliness. Disorder and dirt mean waste and waste is expensive. Order is conservation of time and goods; hence order is true economy and adds to the profit account.

Get First Hand Knowledge.

As you proceed with your investigation of "inside conditions" in your store, you will be surprised to find odds and ends of stock piled away, or thrown into odd places—that is, if you go about this yourself with a view to knowing about it first hand. If you leave it to others to do, without careful supervision, you will not learn so much, nor will you know about all that is found. At best, stock left around loosely is idle stock; idle capital; wasted energy. At worst, it is spoilage and therefore indubitable loss.

Value of a Pleased Customer.

Admitting this much then, have I proved my contention—at least so far as I have gone? You admit that customers are influenced by your tidy store. Then is a tidy store good advertising? You will admit that one pleased customer is a good advertisement for you—the best advertisement, we will say. Why? Is it not because she tells her friends that you keep a tidy, attractive store? If you sell her something new, something she has not yet tried, which pleases her, have you not advertised to her and to her neighbors that you are up-to-date? Is it a good thing to have her feel that way about your business and store? To ask the question is to answer it. Very well, then: If it is good for you to influence her and thus influence her neighbors how can you say that you do not believe in advertising? What is advertising, as it is commonly understood, in its more restricted sense? Is it not simply your own indirect telling of these things about your goods and your store to a large circle of readers in much the same way that your pleased customer tells her friends?

And if this is so, is it not then good for you to tell your story broadcast through the medium of printers' ink?

HARDWAREMEN PLAY HOCKEY.

The Montreal hardware hockey league is in full swing once more, and judging from the annual meeting last week the successes of last year will more than be repeated. All the clubs are again represented, namely: Thos Robertson & Co.; Lewis Bros.; Frothingham & Workman; Starke-Seybold; Caverhill, Learmont & Co.; and the Canadian Fairbanks Co. It was resolved that the winners of last year will have to go a very long way to repeat their performance. The election of officers resulted as follows: Hon. presidents—Geo. Caverhill, Geo. C. Davis, H. J. Fuller, H. G. Lewis, Wm Starke, James Reid Wilson. President — Herbert Seybold. Vice-presidents—Geo. Chaffee, Lewis Bros.; Thomas Robertson, Thos. Robertson Co.; Frank Newman, Caverhill, Learmont Co.; Joint secretaries — Jack Marnell, Canadian Fairbanks Co.; R. F. Warren, Frothingham & Workman. Treasurer — P. Boland, Frothingham & Workman. Executive committee—Harry Massey, Caverhill, Learmont Co.; E. Montgomery, Starke, Seybold; W. F. Fairfield, Frothingham &Workman; E. B. Ryan, Lewis Bros.; Geo. Thompson, Thos. Robertson Co.; R. Desourdy, Canadian Fairbanks

News and Methods of Canadian Hardwaremen

St. John Firm Kept a Hunting Scene in Their Window for Two Months Because it Sold Goods—Unique Tool Window at Peterboro—Shortage in Stoves Reported From Stratford.

WINDOW KEPT IN TWO MONTHS.

St. John, Nov. 16.—"There's a window that has paid for itself fifty times over," said the chief clerk in one of the local hardware stores to a representative of Hardware and Metal. He referred to a display of hunting goods that seemed to include everything that a sportsman could ask for, in the way of guns, ammunition, knives, baskets, decoys, fishing rods and tackle, as well as a large stuffed bird and a big moose head.

"That window has attracted more attention than any window we ever put in," he continued. "People passing by stop constantly to look at the goods and our sales of hunting supplies have been larger than in any other year. As a rule, we change our windows about once a week, but in this case we have kept that window in for more than two months. Of course, it is enclosed at the rear and practically dustproof, and it seemed so comprehensive and there was such a steady demand for the goods that we have allowed it to remain. Now that the season is about over, however, we will take it out."

A number of changes and improvements have recently been made in the interior of the retail hardware store of T. McAvity & Sons. Three large silent salesmen showcases have been put in to replace the old-fashioned counters and flat showcases formerly used. These are utilized for displaying table cutlery of all kinds, pocket knives, razors, scissors, etc., and sterling silver and plated goods. Another new feature is a shallow wall case, electric lighted, in which are displayed on specially made fixtures —steel squares, hammers of every description and braces. These goods were formerly kept in drawers, out of sight, but now a customer can see at a glance the different sizes and styles and make a selection with less trouble to the clerk and more satisfaction to himself. The wall case in which guns and rifles are shown has recently been fitted with electric lights, which shows it off to much better advantage.

Just at the present time, all the local hardware dealers are pushing the sale of oil heaters. These handy little stoves that can be carried about the house from one room to another, are suggested to householders at this time as convenient and desirable, quickly heating a room, where a big fire is not needed.

One of the local dealers last week had a very interesting display of draughtsmen's and carpenters' tools. It was arranged on the three sides of a tall revolving pyramid, worked by an electric motor, and created a lot of attention. The pyramid was covered with black felt, and the smaller implements of the craft were neatly fastened on. Around the floor of the window the larger implements were shown in an attractive manner.

UNIQUE TOOL WINDOW.

Peterboro, Nov. 15.—The Kingan Hardware Company have an odd looking window this week in the form of an axe and saw display. In their large window they have a lumbering scene, the floor being of straw to resemble grass and the background branches of pine trees. The centre is a display of axe heads on a platform in pyramid form, axes in handles, cant hooks and large saws being neatly arranged on either side. At one end was a sawhorse with a log half sawn through, with a bucksaw sticking in the wood, and at the other end was a display of lumbermen's saws arranged on a step ladder.

In a second window boy's scout knives and hatchets were featured, a very good trade having been transacted in this line by this firm.

The Kingan Company report a very satisfactory fall trade with excellent prospects for an increase in the holiday business to be done next month.

A SHORTAGE IN STOVES.

Stratford, Nov. 17.—The feature of the hardware trade here has been the demand for stoves. Most dealers report that there has been activity not only in ranges and furnaces but equally in heaters. In the past ten days the trade has reached its highest point and the demand has been such that, in some cases at least, the dealers were unable to keep up with it. J. R. Myers Co. found business so brisk that the manufacturers could not keep them supplied and they had to replenish their stock by stoves from dealers in other places. G. T. Ward & Son report six sales in two days and equal satisfaction is expressed by other local merchants.

The building season here was an average one and the demand for builders' hardware fairly good. Most of the trade was more satisfactory than in past seasons, a tendency being shown to secure uniform and high grade equipment.

An automatic display in the window of the Myers Hardware Co. has attracted some attention. The figure of a woman was shown behind an ironing board. By electric attachment the figure was kept in motion, showing the advantage of the asbestos sad iron.

AN ERA OF PROSPERITY.

Preston, Oct. 11.—The unprecedented era of prosperity now being felt in Preston, has brought a rush of business to the hardware and plumbing trades. Forty-eight new residences were erected during the year, and this meant not only a heavy demand for builders' hardware, but much plumbing work. The two local firms, Bernhardt & Gies, and H. Mickus, have been hardly able to cope with the business. Despite the lateness of the season, there is still a great deal to be done. Bernhardt & Gies employed seven men at the first of the year, and now have eighteen on their staff. This has been caused partly by the firm doing contracts out of town. At present they are installing a steam heating plant for J. D. Pennington, Dundas.

This year Bernhardt & Gies took up electrical work, employing a qualified man. They are now doing well in that department, and are working up a good trade.

H. Mickus is rebuilding his store. A new front has been put in, consisting of green tile for the first storey, and red brick faced with stone above. When completed the store will be large, commodious and handsome. He also has installed an electrical department.

SHOULD PAY WAGES OFTENER.

St. Thomas, Ont., Nov. 17.—One of the great problems which merchants of this city, particularly grocers, have to wrestle with, is the monthly payment system which governs railway employes. So large a proportion of St. Thomas' population is made up of people concerned in one way or another with railway work that the place is commonly known as the "Railway City." It is of little use for a merchant to press for payment at any other time than around the monthly pay day. The banks keep open during the evenings on these occasions, and the pay cheques are quickly turned into currency and applied on merchants' accounts, after which the railway man's wife is often in a state of chronic financial distress. As in the case of a business with small capital, the advantage of cash buying, or the purchase of goods in large quantities is likely to be lost.

With these disadvantages in mind, an important resolution was included in a number of demands framed on Monday night at a union meeting of railway men, held in Engineers' Hall here. Among reforms which the allied unions will seek to secure from the Dominion Government is a change to bi-monthly payment of wages. The resolution is worded, "so as to allow the employes to pay cash for their goods, and do away altogether with the credit system."

MANY FURNACES INSTALLED.

Hespeler, Oct. 14.—The fall trade in hardware has been quite satisfactory. The stove trade has been prominent, second hand stoves being disposed of in large numbers. Local dealers believe that this is due to the numbers of furnaces being installed now. People are likely, after buying a furnace, to secure a second hand stove, if it is found that an auxiliary source of heat is required.

The exceptionally high quality of

Stephens

HOUSE PAINT makes it the most acceptable of all paints to the user.

Stephen's Paint represents all that is best in paint making---a paint with a reputation. For many years in high favor with representative painters because found dependable under all conditions.

We use only the best oil and pigments, scientifically prepared, and all our work is guaranteed.

Our facilities for making paint are second to none.

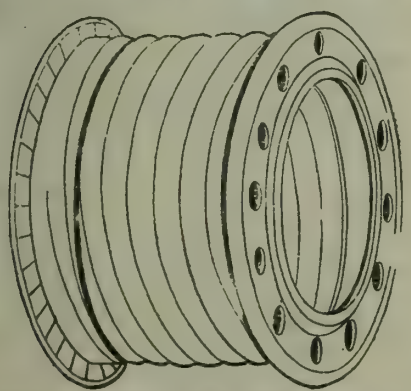
We carry a large stock, and can give you the quickest service. Send along an order and see.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY

O.K. THIMBLES



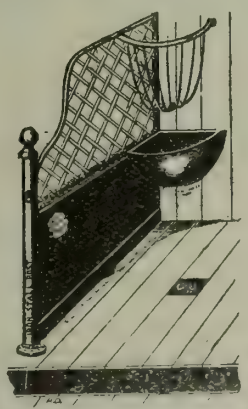
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Queen City Water White Oil

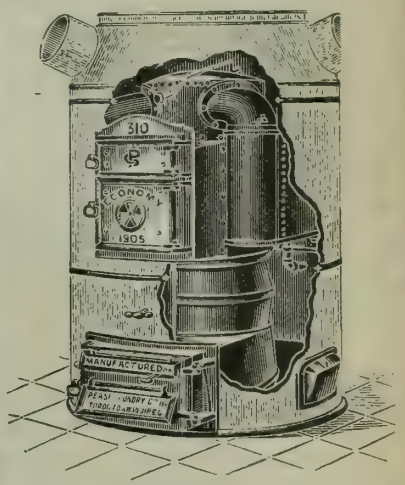
GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERY WHERE

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 17. — There is no change reported in the prices on any of the lines quoted.

Canada plate, tinware and tinplate are reported very strong, and advances may be made very soon. At the time of writing, orders are exceedingly heavy for all heating goods, including stoves, ranges, furnaces, and oil heaters. The volume of stove trade is much in excess to any previous year, and it is noticed that the demand runs in a line of high class goods. Builders' hardware supplies are not moving, and attention is directed to holiday and winter sporting goods. Skates, sleigh-bells, curling stones, are noticeably in demand.

The retail trade in the country has been very active during the past few weeks, and they have been sending in good sorting orders lately. Indications are that the trade this winter will be in excess of previous years.

Collections are only fair, and efforts are being made at the present time to stimulate the same.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—6-in., $6.69; 7-in., $9.31.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils

The general paint and oil trade has become slacker, as the rural ordering is greatly diminished. Jobbers have begun the work on spring ordering, and within a week or so the trade is expected to become more active. Interior finishing is carried on extensively in the larger centres of the country, and the vast amount of building that has been done during the season will, no doubt, tend to lengthen out the finishing trade during the winter. There is no change in the prices of some lines reported stiff.

Putty and Glass—There has not been much weakening in the demand for putty and glass. The trade will undoubtedly continue until the New Year, at least, when a weakening may be expected. Jobbers have been taxed to fill orders for glass during the past few weeks. Putty in barrels $2.90, cases $3.15, kegs, $3.40.

Linseed Oil.—The mills are holding out strongly on the linseed oil market, and there is no sign of weakness anywhere. When asked of the possibility of a rise, a local jobber stated to-day that with the present prices on seed and a good demand for oil, notwithstanding the high prices that prevail, it would not be surprising to see a further advance of at least three cents. Raw oil is $1.15, boiled $1.18.

Turpentine.—The market is still firm at $1.10. For the past few weeks the demand has been very good, and indications are that the present prices will be maintained. The demand on small crop in the centres of production has been very heavy, and it would seem before the next crop is harvested that a very strong market must continue.

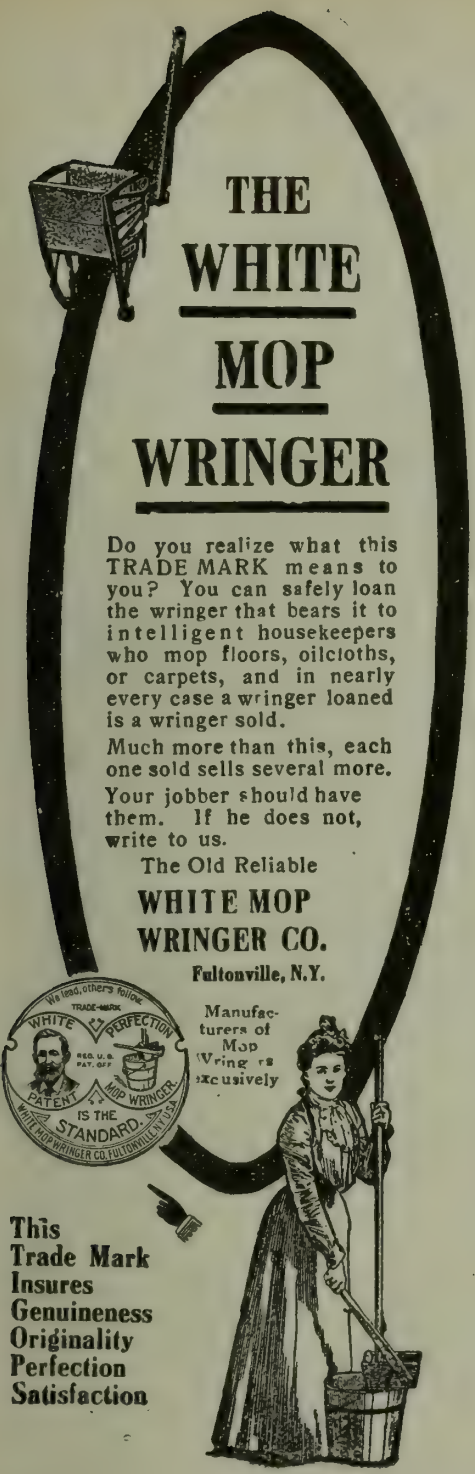
Varnishes. — The varnish trade has been remarkably brisk, and the demand for all kinds of finishing supplies has been very heavy. There are still some buildings to be finished up in the inside, and jobbers anticipate a splendid trade all year.

White Lead. — This stuff has been slack recently, but with the new Spring ordering a better trade is expected. The prices still continue $5.75 to $6.25, according to the brand.

John C. Mears, Arcola, Sask., is disposing of his hardware and furniture stock to engage in brick manufacturing.

Armstrong & Turnbull, Fillmore, Sask., have dissolved partnership. W. J. Armstrong will carry on the tinsmithing, and J. F. Turnbull the hardware business.

THE WHITE MOP WRINGER



Do you realize what this TRADE MARK means to you? You can safely loan the wringer that bears it to intelligent housekeepers who mop floors, oilcloths, or carpets, and in nearly every case a wringer loaned is a wringer sold.

Much more than this, each one sold sells several more.

Your jobber should have them. If he does not, write to us.

The Old Reliable

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

We lead, others follow. TRADE-MARK. WHITE PERFECTION REG. U.S. PAT. OFF. PATENT MOP WRINGER IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE, N.Y.

This Trade Mark Insures Genuineness Originality Perfection Satisfaction



TALKS ON PAINT SELLING

No. 1

With the growth of competition comes increased difficulty in familiarizing the public with any special product.

This is nowhere more true than in the sale of paint or varnish.

There are in Canada and the United States over 1350 paint manufacturers and 675 varnish makers. You are a dealer, but how many of these can you name from memory? How many do you think the average man on the street can name?

Yet practically every man, woman and child of intelligent years is familiar with the Sherwin-Williams trade-mark and knows what it stands for.

As judged by modern standards, this acquaintance of the public with the S-W trade-mark is a commercial asset beyond value. It is the sign of conspicuous success and is the result of 40 years of careful and honest production, progressive selling methods and public confidence, backed up by sincere and hearty co-operation with the merchants.

If the agency for the sale of S-W Paints and Varnishes is still available in your town, better find out at once how you can secure it and obtain the right to hang this trade-mark in your store.

THE SHERWIN-WILLIAMS CO. 985

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



"LION BRAND" VARNISH

UNIVERSAL For interior and exterior use. An exceptionally nice working varnish with the wearing qualities.

No. 99 Hard Oil Finish A pale hard oil varnish for interior finish. Dries free from tack in a few hours. Gives a good gloss. The best of its kind.

FLOOR VARNISH A wearproof, waterproof, tough elastic varnish. Will not mar or show heel marks.

ALL ORDERS FILLED PROMPTLY

The Winnipeg Paint and Glass Company, Limited

EDMONTON **WINNIPEG**

THE CALGARY PAINT AND GLASS CO.

Mail Order Competition in Stove Trade

Dealer Has Every Advantage in His Favor and if Mail Order Houses are Able to Sell Cheap Stoves in His District it is Because of Neglect in Going After the Trade in a Progressive Manner.

From some sections the complaint is heard that mail order competition is proving a serious factor in the stove and heating trade. Investigation into conditions in a number of places in Ontario leads to the conclusion that the mail order business is to be feared only if the local merchants are lacking in enterprise or are antiquated in their methods. Brisk attention to the trade on the part of the local dealers will effectually dispose of opposition from without.

The mail order houses are selling at a disadvantage in many essential respects. They sell at a low figure but in almost all cases, it is a low grade stove that they offer. If the local dealer talks quality to prospective customers he can make his argument much more effective than the low price, talk of the mail order catalogues, because most people are sensible enough to realize that in buying a stove they are buying something which they will have to use for perhaps a score of years. The folly of a "penny wise, pound foolish" policy in buying a stove is one that can be demonstrated without any difficulty. Local patriotism is another factor that inclines the trade toward the home dealers; most people will undoubtedly give their patronage to a man they know if they are convinced that the terms offered are as good as can be obtained elsewhere. The fact that the merchant will send the stove to the residence of the purchaser and set it up, while the mail order stove is carted at the expense of the buyer and uncrated and put up by himself, is one that weighs heavily. Finally, and as a last resort, the merchant can offer to sell the same variety of stove as the mail order house, at the same price, plus cartage charges.

With all these factors weighing in their favor, stove dealers who find outside competition cutting into their trade. have themselves to blame.

Why Trade is Lost.

Many stores, where stoves are sold, afford effective demonstrations of how not to conduct a business. The stoves are at the back of the store and probably only half discernible to the customers standing in the front. They are crowded in, perhaps dusty and lacking in polish, and covered with cooking utensils and like articles. They are there to be sold, if you ask for them. The dealer never questions you as to the likelihood of your needing a new stove, nor does he go to the pains of displaying his stock to stimulate latent trade possibilities and outbid competitors in arousing interest. Yet he is surprised when the mail order house takes his trade away from him.

A Hardware and Metal representative visited a hardware store in Western Ontario recently where the workshop in the rear was heated by an old and delapidated stove that had quite evidently seen hard usuage and extra long service. This rusty old article was quite apparent from the store. How could that merchant convince a customer that he should discard his old stove and invest in a new one. when he himself openly put up with a heater in the last stages of usefulness?

To sell stoves it is necessary to go to the public. The mail order houses do this with their profusely illustrated circulars. They get trade often because their stock looks so incomparably superior to the lines carried by local dealers. Let the local merchant take a lesson from the opposition and conduct a campaign along similar lines himself and the mail order business in that community will literally melt away.

Send Out Circulars.

It is not an expensive undertaking to send out circulars. As a matter of fact, several large stove manufacturers supply such circulars to their agents free of charge. These booklets are so arranged that the dealer can feature his own name more prominently than that of the manufacturer and, consequently, are quite as effective as literature prepared by the dealer himself with a view solely to local trade.

Strange to say, there is much apathy shown by dealers in availing themselves of this offer to gratuitously advertise their goods. A large number seemingly do not care "to bother about it." They prefer to act on the belief that everything comes to him who waits, including stove customers.

Ousted All Opposition.

A striking instance to the opposite can be cited, however. An agent of this same manufacturing concern in an eastern town was so convinced that advertising pays that the publicity department of the firm could hardly keep him supplied with literature. He sent out a few hundred circulars and asked for more. The firm supplied him with enamel signs to be placed in points of vantage throughout the district. He kept asking for more until they questioned his judgment and then he bought some at his own expense. Not content with the advertising placed in the local paper by the manufacturers, he inserted an ad. of his own and had it placed next that of the makers.

This insatiate advocate of publicity has practically cornered the stove trade of his town and district. Not only has he "frozen out" mail order business but competing merchants are getting less and less of the trade.

Keep a Close Watch.

Dealers in stoves and heating goods should keep a close watch on the trade. A Berlin merchant found this policy a wise one during the past week. He heard of a party who was contemplating buying from a mail order house and made it a point to see him. The man had been attracted by an artistic illustration of a cheap grade stove and had just about made up his mind to buy. The dealer gave him a talk on quality, hinted at the trouble he would have in putting the stove up, played on his sense of loyalty to home industries and finally sold him a better grade of stove.

Another instance can be cited from Water'oo where a party had bought a stove on mail order and had been disappointed in it. A Waterloo dealer heard of the case, saw the man and found that the stove was not giving satisfaction through a defect. It was returned and the dealer sold one of his own stoves to replace it.

Make the Stock Attractive.

The stoves illustrated in catalogues look very striking and attractive; make the stock in your store look equally so. Keep the stoves brightly burnished and in good condition. Display them at the front of the store and have at least one window display of heating goods. In this manner only can a full share of the trade be secured.

To combat mail order buying the stove man needs to adopt progressive methods and to keep close watch on his district. If he is alive to the possibilities of the trade and his own advantagious position, he will not find outside competition a dangerous factor. If, on the other hand, he neglects his opportunities the mail order houses will inevitably undermine his stove connection.

STOVE TRADE BRISK.

Peterboro, Nov. 13.—F. R. J. Macpherson & Co., say that the demand for ranges this year has been greater than ever in their history. Already they have sold over 50 Supreme steel ranges and this is as much as they sold last year. They expect the sales this season to total to 75 or 80 ranges, not counting cheaper lines of stoves and heaters.

The Best Stove & Hardware Company, also report an excellent season, October being the banner month in their history.

In both cases most of the sales were made to mechanics in the city rather than farmers from the surrounding country. And in most cases cash was paid in full, very few orders being on time payments. This indicates a good state of affairs in this city.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass

New York: 99 Chambers Street

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

MAKE your own Stove Polish, Metal Polish, Silver Polish, Furniture Polish, Mechanics' Grit Soap, Shoe Blacking, etc. We furnish practical formulas and complete information for making and marketing. Our service is your opportunity. Write for particulars. Canadian Formula Bureau, 69 Adelaide East, Toronto. (47)

ONE-THIRD CASH, balance arranged, will buy one of best businesses in British Columbia. Stock $35,000, goodwill $1000. Corner location, busiest street. Owner has made stake and intends retiring. Excellent chance to locate in coast city with big future. For particulars write, W. W., HARDWARE AND METAL, Toronto (46)

FOR SALE—$13,500 will buy a good hardware and furniture business on the Goose Lake line C.N.R., Saskatchewan, including stock, store and warehouse on corner lot. Residence and lot. Stock carried $8,000 Terms half cash, balance arranged. Do not answer unless you mean business Address reply to Box 1050, HARDWARE AND METAL, Toronto. (49)

ARTICLES FOR SALE

FOR SALE—One set tinsmith's tools and machines. S. B. McCLUNG & CO., Trenton, Ont. (47tf)

FOR SALE—A complete set of Tinsmiths' Tools and Machines, including 31-inch squaring shears, 31-inch Stows tin folder, and 31-inch steel rollers. The D. Moore Company, Limited, Hamilton, Ont. (47)

ARTICLES WANTED

WANTED AT ONCE—One second-hand brake, 4 ft.; 1 second-hand brake, 8 ft.; 1 pair squaring shears, 30 in. Must be in good condition. PENNINGTON & BRIAN, Windsor, Ont. (47)

POSITION WANTED

HARDWARE MAN, 4 years' experience managing retail business, desires position in Toronto or town on Grand Trunk east References. Box 1047, HARDWARE AND METAL, Toronto. (48)

SITUATIONS VACANT

WANTED—Hardware clerk. Must be good salesman. State experience, present salary and references in first letter. Will treat confidential. F. E. HENDERSHOT, Mount Forest, Ont. (48)

WANTED—Hardware clerk. Young man with some knowledge of hardware. Must be temperate and not afraid of work. Good chances for advancement. Western New Ontario. Give full information about self. Apply Box 1051, HARDWARE AND METAL, Toronto. (48)

HARDWARE salesman, a persistent worker, a business getter, one who will actually increase your sales. We are writer-salesmen. Writers of letters that go direct to the class you want to reach with sales letters that say things that soak in and sell goods. Send us particulars of what you have to sell and just two dollars for first letter. It will be the best investment you ever made. Try us once on suspicion. Business Promotion Bureau, 69 Adelaide St. East, Toronto. (47)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

MISCELLANEOUS

A BOON to every Hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of tnicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

EVERY retail merchant should write for a copy of our finely illustrated catalogue of rebuilt typewriters. It shows the best typewriter bargains ever offered in Canada. Moreover, it contains facts on retail advertising intensely interesting to retail merchants. It is free. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto; also Montreal, Hamilton, London, Ottawa.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

HARDWARE MEN EVERYWHERE find it most convenient and economical to remit money by DOMINION EXPRESS MONEY ORDERS, or Foreign Draft Absolutely safe—payable anywhere—no loss or delay—owest rates. Always remit by Dominion Express Money Orders. Agents all over Canada. Agencies in all Canadian Pacific Railway Stations.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St, West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

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THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont (tf)

YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

PARTNER WANTED

PARTNER WANTED—With $3,000 cash, in hardware business. Have an up-to-date and well assorted stock of hardware and do all plumbing work in good live town of 900 population. Apply immediately to Box 1049, HARDWARE AND METAL, Toronto. (51)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading. BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue Toronto.



No. 35

A WELL POSTED STAFF.

It is essential that the clerks should be as well posted in all branches of the paint department as the merchant himself. A customer who sees a salesman running round the store to find someone who will tell him if such and such a color is kept in stock, or can be obtained from the makers; to solve a doubt as to the price of a tin; to answer some other little question asked by the purchaser regarding the best brush or the right way of applying paint, is apt to lose confidence in the store as the best place to buy paints. The thought flashes through his mind that a very great paint business cannot be done in this place, or else the clerk would be in possession of this essential information. He becomes somewhat regretful over the buying of the paint, and he is in just that state of mind that if anything goes wrong with the painting he at once lays the blame on the quality of the paint rather than upon his poor brush work. There are so many ways in which good quality paint can be spoiled that a merchant cannot afford to leave the slightest loophole for misgivings on the part of the purchaser.

If the dealer were always certain that any complaint would be brought back to him directly so that he could investigate the trouble and see where the fault lies there would be less need of establishing the utmost confidence at first. But complaints are seldom made to him. The customer does not want to go to the trouble of calling upon the merchant. He finds it easier to condemn the paint to all his friends, and describe the merchant as a robber. It is therefore wise for the merchant to make himself as secure as he can by establishing as much confidence as it is possible to do while the sale is being made so that not only is the chance of a poor brush work rendered more remote, but the customer feels, on surveying a poor job, that after all it may not be the fault of the paint.

The value of a salesman taking a keen interest in the purchase of a customer and endeavoring to post the buyer up in all the pointers that make painting successful cannot be overestimated. If the clerk likes to take the trouble he can find out very easily if the purchaser knows anything about painting, without causing umbrage to be taken. If the purchaser is a novice then for the sake of the paint the clerk should proceed to give him a few pointers. Apart from the safeguarding of the paint this interest is appreciated by the customer. He feels that the salesman is going out of his way to give satisfaction, and that it would be only fair to give regular custom where so much trouble is taken. Cases have been known where a salesman has sold a



YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so---that's why. Suppose you write us and ask us for proof.

Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

Imperial Varnish & Color Co.,
Limited
TORONTO, ONT.



Galvanized Wires

Barbed, Plain Twist Coiled Spring and Plain Galvanized

As prices for these lines have been arranged for Spring delivery, we would be pleased to have your inquiry.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

customer a brush knowing that it was not suited for the job, and yet because the customer asked for it handed it out just like a slot machine. The customer probably went home, found out that he had bought the wrong brush, and blamed the store. When a salesman sees that the wrong brush is being bought he should point out that a mistake was being made. He should do it, however, in such a way that the customer is pleased at being told so.

Paint selling to be successful requires a familiarity with the product, its composition, and method of manufacture, and also a knowledge of the best color to suit any peculiar circumstances that might attend the painting. The knowledge of the best kind of brush to use, and sound advice as to applying paint to its best advantage are selling points that the merchant should see are possessed by all the clerks. The confidence produced by dealing with a store that shows a strong familiarity all the way round with paints and the correct way of using them, is of the utmost value to a merchant.

PAINT AND OIL MARKETS

MONTREAL.

November 18.—There is very little change to the paint and oil markets this week. A meeting of the white lead grinders was held, but nothing was decided as to prices and proceedings were adjourned for a week. Common grades of putty was advanced for ordinary lots, but good quality stuff was not affected. Turpentine and linseed are still very bullish, but the market is unchanged. Some linseed holders have withdrawn from the market so far as they can, and are only selling under pressure.

Trade generally has been very good, and there has been a little flurry to get shipments by the last boats. Painting in the open has been continued right along, and the fall trade has shown itself to be exceptionally good. Stocks generally are in fair condition, and specialties for indoor work are feeling a good movement. Varnish in bulk is selling well.

Turpentine.—Turpentine is about the same. The recent advances have not checked the demand, and there is a fair trade doing with some stocking up in anticipation of further advances. Reports from the turpentine area point to a continuance of the bullish feeling. We quote $1.02 to $1.05.

Linseed Oil.—There is very little change in the linseed oil situation. Many holders are right out of the market, and will only sell to oblige a good customer. The tension is very keen and naturally with the high prices there is very cautious buying. But linseed has to be used, and even as it is the demand is quite heavy enough for the market as present situated. We continue to quote $1.08 to $1.10 for raw and $1.11 to $1.13 for boiled.

White Lead.—An advance was generally expected by the trade, but at a meeting of grinders this week nothing was decided and the matter was left over until next week. There has been a little flurry in trade owing to the nearing close of navigation, and some good round lots have gone out. The market is very firm as is only natural, and we quote $6 to $6.50 according to brand.

Varnishes.—There is a good demand for varnish, the larger users buying with some degree of confidence. Small tins for household use are also in fair demand. Golden ochres, orange and venetian reds are in fair demand at firm prices.

Putty.—The market is very firm for putty as is only natural. Cheaper grades have been advanced 25c, with concessions for carload lots, but the purer quality has not been altered, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Nov. 18. — That turpentine will advance in price in the near future is the prediction made by local jobbers. An advance in the price made in the south is given as the reason for the impending change. It is also certain that putty will become dearer next week, owing to the freight rates going up.

In other respects the paint and oil market remains unchanged. While the demand in some lines is not very brisk, the trade is satisfactory, and some hopes are held out for an improvement. Dealers have been holding back their orders for linseed oil and turpentine, the reason being the higher price asked. Some jobbers think that those who have been thus holding off in the hope of better prices, will soon be forced to stock up. Others are not inclined to take this view, imputing the slackness in the demand of late to the use of substitutes.

Linseed Oil.—There are no hopes entertained now of a betterment of the supply, and prices are holding firm. The demand is only moderate. Quotations this week remain stationary at $1.10 for raw and $1.13 for boiled. Raw in single barrels brings $1.12, and boiled in like quantity, $1.15. The tendency is for firmer prices, but no immediate changes are predicted.

Turpentine.—A further advance has been made in the south—the base of supply—and it is now costing more than 97 cents to lay turpentine down in Toronto. The local quotation remains at $1.05, but jobbers predict an advance before long of 1 cent, possibly more. This will undoubtedly result unless the primary market shows an easier tendency. Trading is not brisk, although in some quarters a quickening in demand is expected. It is felt by some jobbers that the long slackness in the demand has been due to dealers putting in orders for just sufficient to keep them going until better prices are declared. Basing their opinion on this assumption, they anticipate bigger orders now that the hope of lower quotations has practically



GOLD MEDAL

Inside and Outside Varnish

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It is used for:

Front doors and outer vestibules.

Porches and galleries.

Bathroom woodwork.

It is smooth-flowing and easily applied, gives a handsome, durable finish, and resists the effects of variable temperature and moisture. It never fails to please.

GOLD MEDAL is one of three specialties exactly supplementing one another,—the other two being Dependon Light Hard Oil Finish and Everlastic Quick Drying Floor Varnish.

Drop us a post card to-day for prices and varnish pointers of interest.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
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The Hand of Time



Is either building up or it is tearing down your business. There is no standing still—you are going ahead or you are going backward.

"*The Hand of Time*" is the great detective in the paint business. If the paint you are selling is not made right, of the right materials, "*the hand of time*" will reveal the fact. If the sun fades it—if the wind checks it—if the hot, dry weather makes it chalk off—"*the hand of time*" will put the penalty on you, and you will lose business—the customers will not come back.

But if you are selling

Martin-Senour Paint

100% Pure



"*The hand of time*" will help you. It will show your customer the splendid quality of the paint you sell and your customers will tell their friends about you and your long-lasting paint.

Start "*the hand of time*" to working for you—get the Agency for Martin-Senour paints and your business will grow better as time goes on.

THE MARTIN-SENOUR CO., Limited

Montreal **Pioneers Pure Paint** **Chicago**

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Cater for the Critical Decorator

The painter who knows what a good WALL FINISH is, as well as the inexperienced consumer, are both loud in their praises of

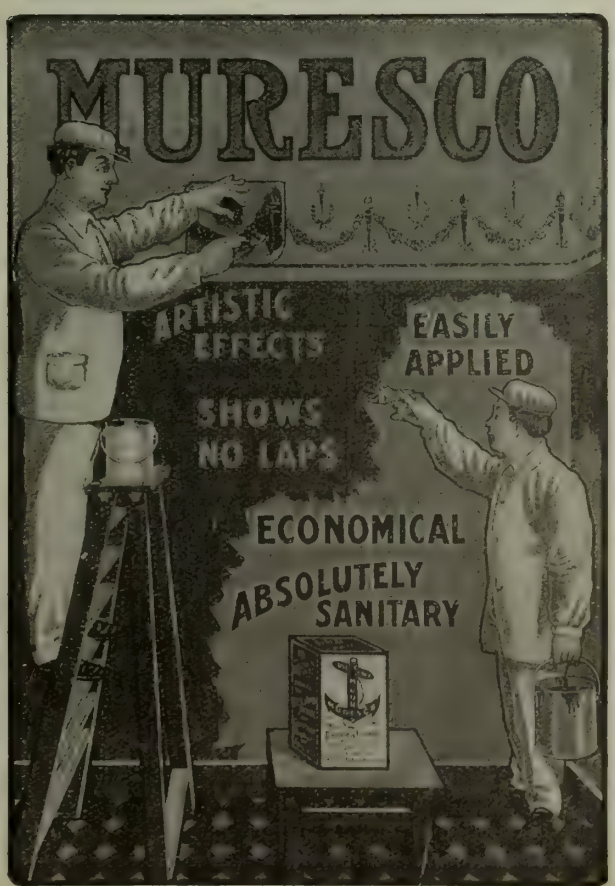
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THE BEST WALL FINISH

Exhaustive experiments have proved that, pound for pound.

Benjamin Moore & Co.

LIMITED



MURESCO

not only makes more material, but works more easily, covers better, goes farther, and produces more uniform, clear and beautiful effects than any other WALL FINISH in use.

"Muresco" will establish a foundation for the sale of your other lines, and yields a generous profit.

See to your stocks. There's no line "quite as good."

Send for color card and prices.

West Toronto

New York Chicago

Cleveland

vanished. Others believe, however, that the use of substitutes accounts for the small demand for turpentine.

Wood Turpentine.—More is coming on the local market. The prevailing quotation is 80c per gallon, or 85c in tin cans.

White Lead.—There is an active demand for white lead. Quotations range from $5.90 to $6, "Government Standard" remaining at $5.65. Little is heard locally now of the promised advance, and it seems to have been indefinitely postponed.

Putty.—An increase in putty is generally expected next week. The great bulk of the putty supply comes from Montreal, and the advance in freight rates is bound to affect the prices of putty. Standard putty is quoted at $2.20, bulk in casks; in 100 lb. drums, $2.50; in 25 lb. drums, $2.60; bladder in barrels, $2.70. Quotations for pure putty are: bulk in casks, $2.50; in 100 lb. drums, $2.80; in 25 lb. drums, $2.90; bladder in barrels, $3.00.

Rosin.—The rosin market shows no change this week. The demand is good and the price has not changed. "G" rosin is quoted at $3.25 per hundred lbs.

Petroleum. — No price changes have been made in petroleum lines. Canadian prime white coal oil sells at 13c, American water white at 14½c, Pratt's Astral at 17c.

THE PAINT DEPARTMENT.

Writing in Iron-Age Hardware, "L. R. G." says: For the paint department to be a real success it is necessary for the proprietor or manager of the store to consider it more than simply an unimportant side line, which can be banished into some dark corner in an out-of-the-way place, and only given casual attention. If you are going to have a paint department, have a real department, and see that some one individual is responsible for it and has the opportunity to give it attention, study its needs and develop it as it can be developed. If you have not a paint department in your store now, or if you have an unsuccessful or indifferent paint department, it is high time for you to think the situation over pretty seriously. The first consideration for a success in this particular line is to see that the quality of the goods that you handle is right. Don't make price the first consideration, but decide above all to have the very best quality that you can buy, and this decision will help you start your department on the right basis. You will find that the largest and strongest manufacturers in the country are the concerns that are manufacturing the best paints, and while they may charge you a little bit more for their products, the fact that they have grown and developed to the size that they are, proves their theory of putting forward quality first is the right one to work on. When you sell a good product to a customer it means that it is going to give him satisfaction, and he will come back to you again and again for further purchases of the same goods.

If you are already handling a line of paint and varnish products that are not up to the highest standard, make plans at once to clear out the line and replace it as soon as you can with the best that you can find on the market. If your stock is the best, be sure that you fix your retail price so as to allow yourself a fair margin. There is absolutely no reason for selling good prepared paint at too close a price. You are entitled to a fair profit on this line as well as on any other. In retailing a good paint at practically cost, you simply bring it into unfair competition with lower grades, as the customers infer because it is about the same price it is about the same quality. Ask a price to allow you the fair margin of profit to which you are entitled, and then go out after business vigorously, and you will have no reason to regret your policy.

Once you have decided to have a paint department, be sure and give it a proper prominence in your store. Don't shove it away in a corner, but clear a space in your shelving well up to the front, and allow sufficient room to take in the stock that you are carrying. The high grade prepared paints and the various shelf lines of paint and varnish specialties that go with them, as put up by the leading manufacturers to-day, present a very attractive stock, and there is no need to have them hidden away in the back of your store. Of course, you can carry on successfully a paint department and not have your paint stock very much in evidence, but you can be more successful if you give it a fair show and get it up to the front where people can see it and where it will attract their attention.

I know a good many hardware stores where they handle paints, or are supposed to handle them, but you couldn't discover it without the aid of a detective. These hardwaremen ought to either make up their minds to get into the paint business seriously, or else cut it out altogether. Put up the show cards, panel racks and various display cards that are furnished you by the manufacturer, in places where they are easily accessible to the possible customer, and during the painting season in the early fall, and in the spring, trim an attractive paint window every two or three weeks.

Then make your store an attractive paints shop where the housewife can come and buy her varnish stain, her family paint, her floor paint, her aluminum paint, stovepipe enamel, or a dozen and one other little paint specialties that are very profitable to the dealer, and in the total go to make up a very nice year's business. A little of your newspaper advertising devoted to the fact that you make a speciality in taking care of the housewife's paint and varnish needs will help along, and the right kind of a reception when she comes will clinch the business.

PALE BOILED FLAXITE OIL

PALE BOILED FLAXITE OIL THE C.P. CO.

An unprecedented flow of orders for

FLAXITE
FLAXITE
FLAXITE

caused congestion in the "FLAXITE" oil department.

We have increased the capacity for making "FLAXITE" and can now ship promptly.

"FLAXITE" is absolutely the finest substitute for linseed oil that has ever been offered. Write, or see our travellers for prices.

Orders shipped from our works in Montreal or Toronto as indicated.

THE CANADA PAINT Company, Limited

Window Glass



There is always a huge demand for window glass at this season of the year, and though every ship coming in brings us thousands of boxes, yet the demand is so great that sizes are rapidly being depleted. We have noted this in several of our advertisements lately, and many have taken care to complete their stocks. We advise everybody to send in orders promptly.

There is no possibility of lower prices this Fall, in fact the tendency is upward.

Let us have your order for

Star
Diamond
Double

also Fancy, Ground, Rolled or any kind of glass.

DON'T DELAY

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

NEW ERA PAINT

For profit and satisfaction here's a line that's hard to beat!

"New Era" Paint is honestly made. It is warranted to hold its color better, to last longer, and to cover more surface than any other prepared paint.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED.

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



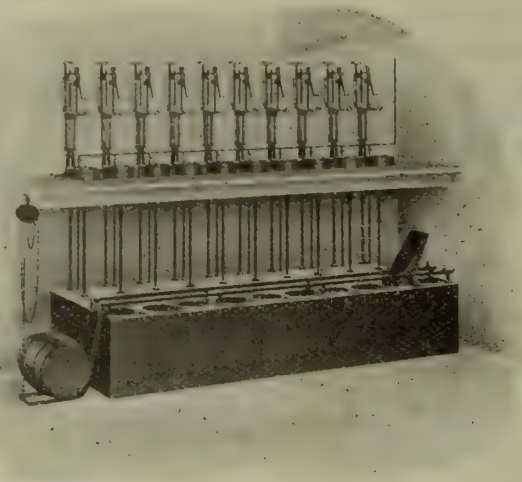
"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

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26 Jacques-Cartier Square, :: :: Montreal



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils. The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 contains valuable pointers on retailing oil. Drop a postal now.

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

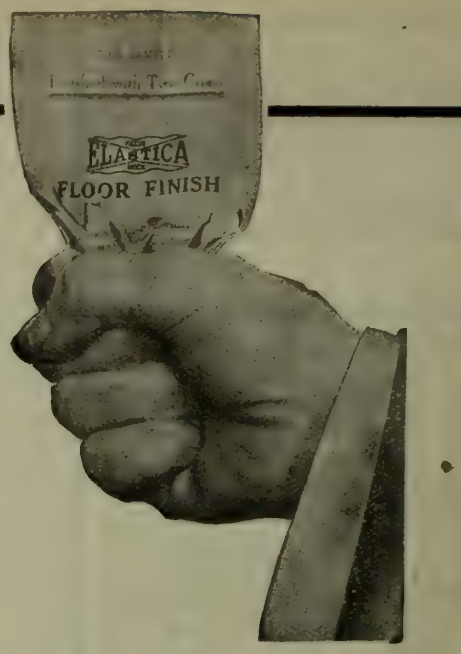
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Paint and Varnish Remover

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"All International Varnish Products are Sold in Full Imperial Measure Cans."

Figure out what that means to the average Hardware Merchant.

Many are willing to testify right over their signatures that it means trade Insurance—a permanent patronage.

Simply because it means more satisfaction and better goods for their customers at the same money.

Every International Varnish Product is hall-marked "Superior Quality."

Elastica, *Lacqueret*, *Satinette*, *Flattine* and *Wood Stains*—all conserve and build up your reputation and give you a reasonable profit.

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TORONTO WINNIPEG

A-23

Chance's

Figured Rolled Glass

has a smooth and bright surface for cutting, and a deep, sharply defined pattern which gives it a peculiar brilliancy. It cuts easier and looks better than other makes.

Made in white, blue, green, wine and amber, and in a great variety of patterns.

To Architects, Builders and Contractors and Hardware Dealers, we will be glad to send on request, samples, in a variety of tints, of Figured, Rolled, Double Rolled Cathedral, Muffled, and the new Flemish Glass, manufactured by Chance Bros. & Co., Limited, at their famous glass works near Birmingham, England.

Write for them now.

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62 years of varnish "know how" plus the "know how" of making the public know the quality of Pratt & Lambert Varnishes, means that P. & L. Varnishes will make money for you.

Do you know this? If not, write to-day.

PRATT & LAMBERT Inc.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES:
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
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Distributors: Stewart & Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba, and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.

"Brantford" "Roofing"

Is made in three styles—ASPHALT, RUBBER and CRYSTAL. There is a good margin of profit on each.

Instead of buying three different styles of roofing from three different manufacturers, and opening three separate accounts, you can buy three different styles from us, and open one account—a more satisfactory arrangement for you.

The Brantford Line is complete. With Brantford Asphalt, Rubber and Crystal you can supply every high-grade roofing requirement.

Brantford Asphalt has the popular silicia sand finish. Brantford Rubber is a smooth-surface roofing of exceptional quality. Both Brantford Asphalt and Rubber are made in three weights. Compare our No. 3 weight with three ply roofings and see how much thicker ours is.

Brantford Crystal comes in heavy weight only. It has a real mineral surface of rock crystals. It requires no painting.

Each of our three styles has a pure wool felt foundation, and a 99 per cent. pure Asphalt saturation. We believe they are the highest-grade ready roofngs on the market. They will build business for you. And there's a good margin of profit for you in each roll. Write us to send you samples and prices immediately.

Brantford Roofing Co., Limited, Brantford, Canada

SELLING AGENTS:
The GENERAL SUPPLY CO. OF CANADA, Limited, 356-360 Sparks Street, Ottawa, Ontario
Montreal Branch: 9 Place D'Youville Winnipeg Agents: The General Supply Co. of Canada, Limited

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FOR MODERN STORE FRONTS



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WILLIAMS BUILDING

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Glazed with Thorne Metal Bars.

This bar is undoubtedly the most up-to-date bar made.

Samples and special Catalogue mailed on REQUEST.

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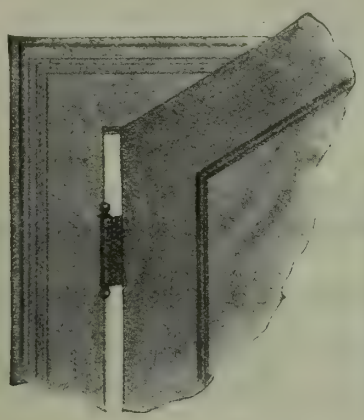
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Architects' Own Designs and Special Requirements Carefully Executed

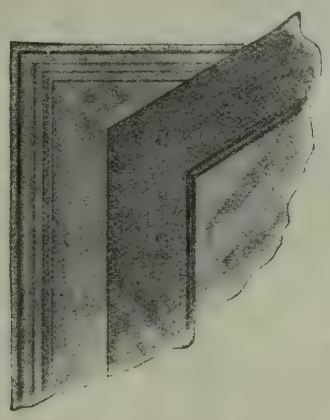
Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

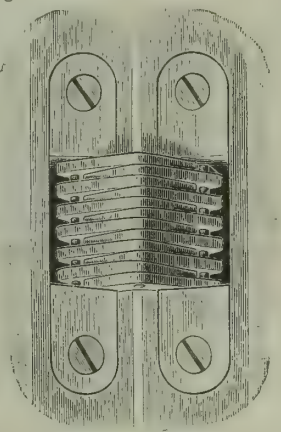
COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years. The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge



Invisible Hinge as it appears when door is open.

No. 101, suitable for wood ½" to ¾" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¾". Will carry a door 5' x 2' x ⅞.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1⅜.
No. 112, wood must be 1⅛" to 1½". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1⅝" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.

Where Knowledge is Power 'tis Folly to be Ignorant!

PARTICULARLY when the knowledge can be readily acquired at a very low cost.

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will find their efficiency greatly increased by a careful perusal of any of the books listed below. *Write for fuller particulars.*

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STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
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IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

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Cap Screws, Set Screws, Studs
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is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

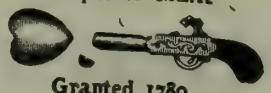
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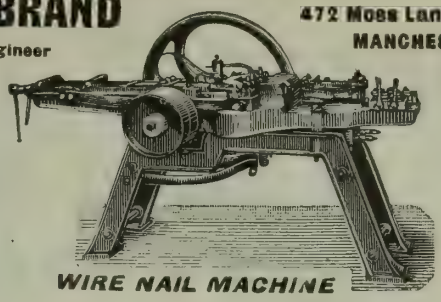
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Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

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Fully Warranted

No. 3—for Cross Cut Saws, single tooth
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These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

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Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

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Clues, Gelatine, Size, etc.

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I HAVE FOR SALE one of the best Hardware Businesses in Ontario. Turnover, $100,000.00. Stock, $40,000.00. Can show an average net profit of $1,000.00 a month. Grand opportunity for a man that has the capital or for a joint stock company. Apply L. K., 506 Power Building, Montreal.

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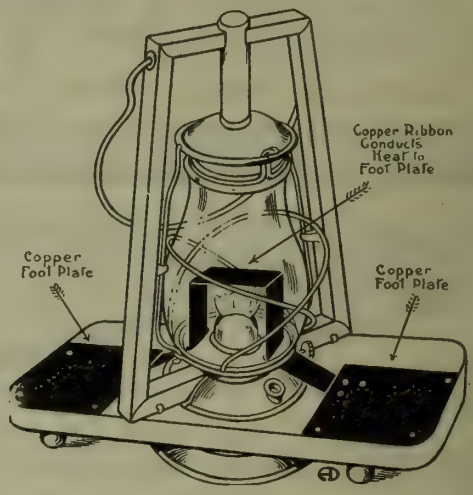
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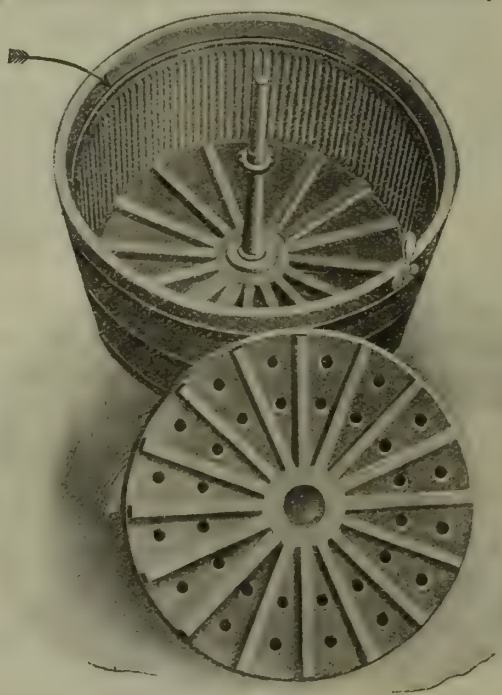
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Inside view of the tub that does not warp.



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No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are ***Exclusive Features*** that cannot be copied.

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the ***New Century*** and other kinds.

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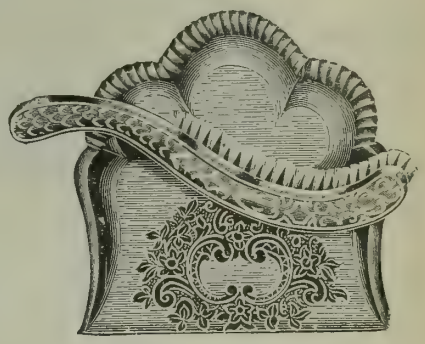
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Oblong 12, 14, 16 and 18 inches. Round 12 and 13 inches. A full line of Nickel-Plated and Japanned Trays in various styles and prices.



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2, 3, 4 and 5 pints. A complete stock of Nickel-Plated Tea and Coffee Pots at all prices, from which to make your selection.

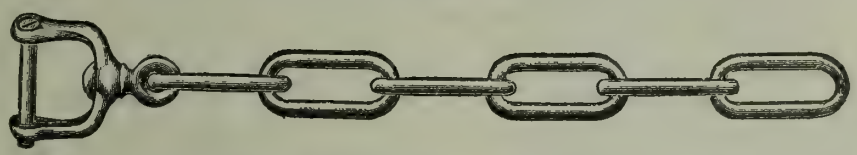


No 116---Nickel-Plated Crumb Set.
Many different grades of Nickel-Plated and Japanned Crumb Sets from which to choose.

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Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

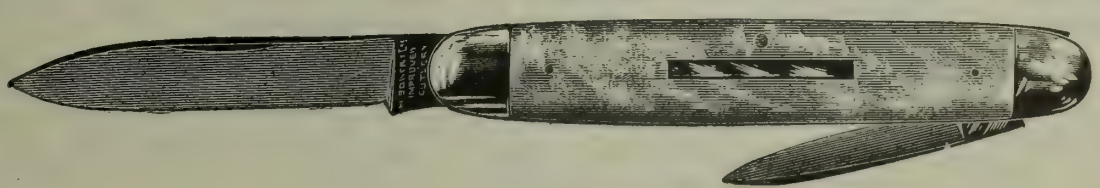
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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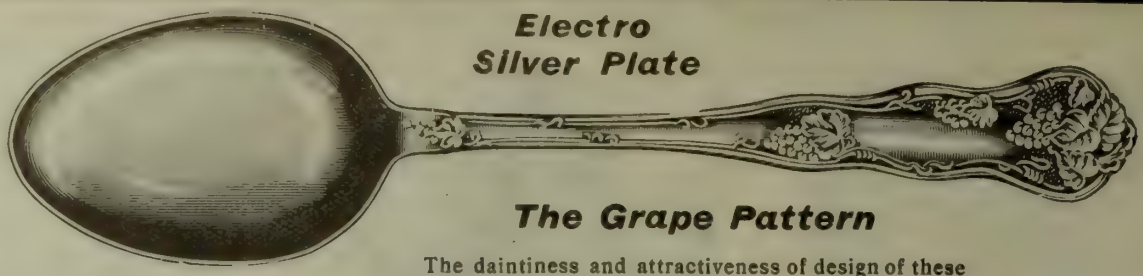
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Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.



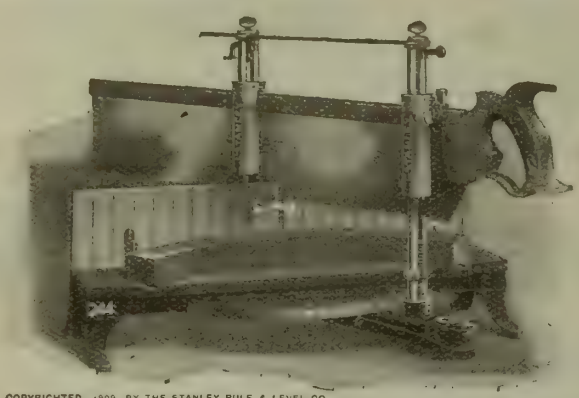
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This has a single piece Frame, both the Base and the Back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price

No. 50½ - - Price, each $6.50
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is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

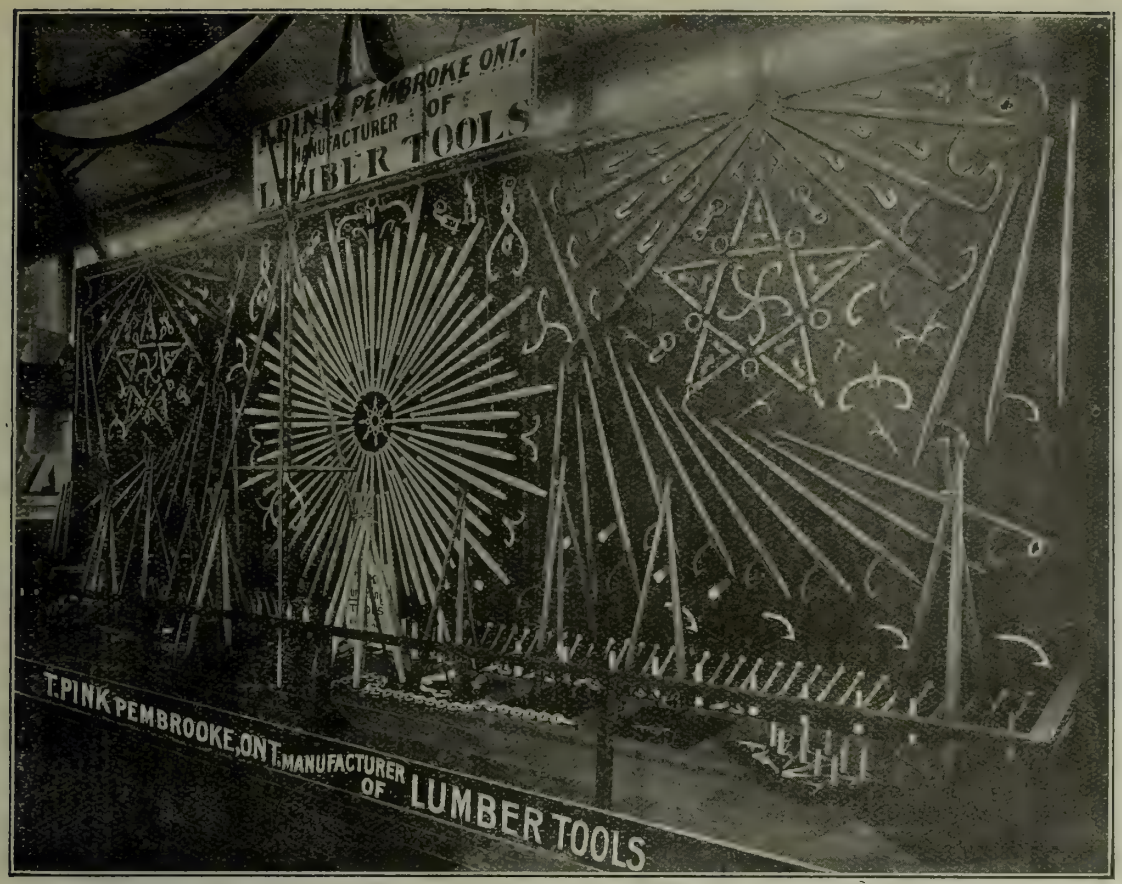
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This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain The "Safelock" is absolutely the strongest wire fence made—you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off—write to-day.

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Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

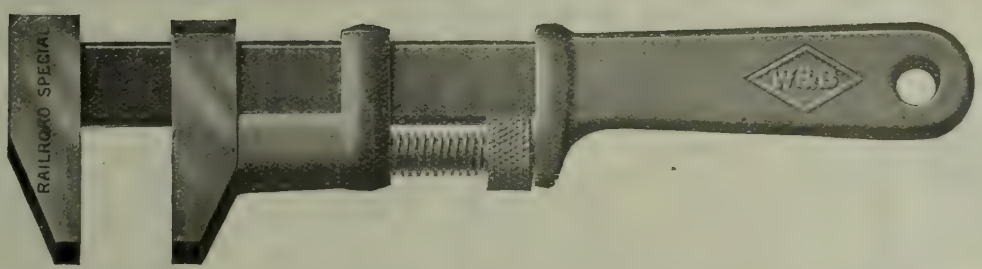
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The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

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Combines a fly wheel with a lever motion. Can be operated in two distinct positions, simply by changing the lever to other socket, as shown in cut.

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YOUR XMAS TRADE

will be one long tale of satisfaction and profit, if you are stocking a selection of our high-grade and seasonable lines. Here are a few of our specialties:

Water Filters	Crumb Trays and Scrapers
Water Coolers	Tea and Bar Urns
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Coffee Extractors	Candle Sticks
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Baking Dishes	

Write for complete Catalogue.

The Buffalo Mfg. Co.

Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co.

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VICTOR TRAPS



A Reliable Trap at a Moderate Price

EVERY TRAP PERFECT

VICTOR TRAPS will not lose fur. They are sure to go and sure to hold. Every trap is warranted perfect. This means everything to the trapper. Fur prices are high and there will be a big demand for traps this Fall.

Be sure, therefore, that your trap stocks are complete.

Oneida Community, Ltd.

Niagara Falls, Ont.

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

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"IMPERIAL" ANTI-FREEZING WINDMILL
FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

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Colonial Bond

ENVELOPES TO MATCH—SAMPLES SENT ON REQUEST

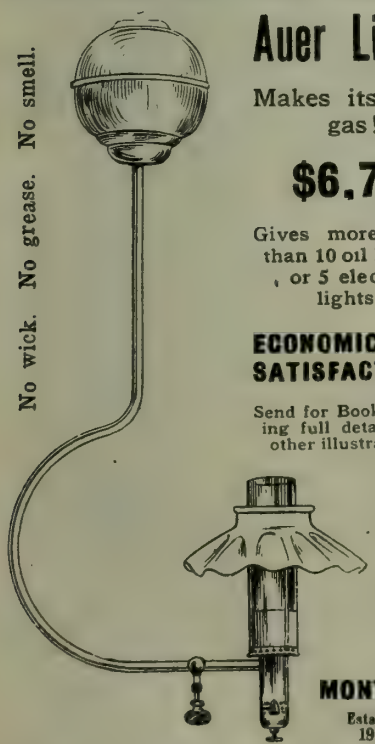
The Rolland Paper Co., Ltd.

MONTREAL, P.Q.

General Offices: MONTREAL, P.Q.

Mills at ST. JEROME, P.Q.

No wick. No grease. No smell.



Auer Light.

Makes its own gas!

$6.75

Gives more light than 10 oil lamps , or 5 electric lights.

ECONOMICAL. SATISFACTORY.

Send for Booklet giving full details and other illustrations.

Auer Light Co., MONTREAL

Established 19 years

Highest grade Incandescent Gas Lamps, MANTLES and SUPPLIES.

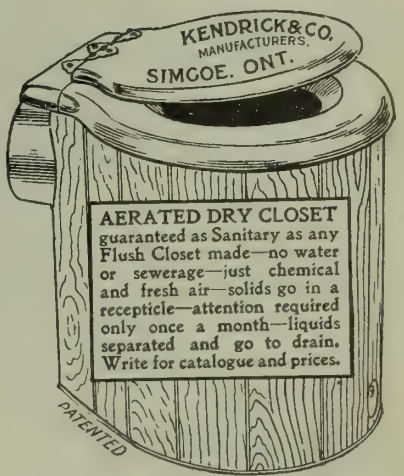
CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



MOP STICKS ***MOP STICKS***

Made In Canada

One, if not the most complete, line of Mop Sticks made in any factory on the continent. Combination Brush—Cast-Spring—Screw—Stamped Steel Wire Automatic Spring Grip—Self Wringing Crank Wringing Janitor's Hotel—Long Handled Dusting—in various styles, lengths and sizes. Cotton Mop Heads in sizes to suit. Priced to sell at popular prices from 10 cents to 75c. Practically all the leading jobbers carry.

"THE TARBOX BRAND"

manufactured by

TARBOX BROS - - ***Toronto***

(Established quarter of a century under the same personal management)

Jardine Unversal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND TARRED FELT **JOLIETTE and CYCLONE SHEATHING**

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited
82 McGill Street MONTREAL
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08¼ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 80c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1¼ inch ..	9 50	9 00
" 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 30 gauge	0 22
Rods, base ½ to 1 inch, round ...	0 21
Tubing, seamless base, per lb.....	0 2.
Tubing iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flat way stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weiler I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins Valves—Quotations on application to Jenkins' Bros., Montrer'

COPPER

	Per 100 lb.
Casting ingot..... 14 00	13 50
Cut lengths, round bars, ½ to 2 in..	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Copper sheet, tinned, 14x60, 14 oz..	90 50
Copper sheet, planished, 14x60, base	28 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1.....	....	19 50
" No. 2.....	....	19 00
Middlesboro, No. 3 pig iron	18 25	20 0
Summerlee, No. 2 "	20 00	22 50
Carron, special.....	20 00	....
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	2 75
Jarrow.....	17 75	20 50
Glengarnock.....	....	22 50
Radnor charcoal iron...	32 00	32 50
Ayresome, No 3.....	18 75	....
Ferro Nickel pig iron (3oo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 15
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign).. .	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird	....	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	0 06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75	2 90
All bright, 52 sheets.....	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 7
3½ "	27 08	3½ "	36 8
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges 45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 1
Light copper bottoms	0 09½	0 09
Heavy red brass....	0 10	0 10
" yellow brass	0 08	0 08
Light brass.....	0 06	0 06
Tea lead	0 02½	0 02
Heavy lead.....	0 02½	0 02
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 00	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 1 0 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x 0 base	$6 00
I X, 14x20 base.....	7 25
I X X, 14x 0 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....		5 00
I X, 14x20 base.....		6 00
I X X, 14x20 base.....		7 00
I X X X, 14x20 base.....		8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....		4 25
I X, 14x20 base		5 00
I X X, 14x20 base.....		5 75

Bright Cokes

Bessemer Steel— I C, 14x 0 base.....		4 00
20x28, double box.....		8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets		7 50
I X, Terne Tin.....		9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs " 14x60, " " 14x65, " }	....	7 00

Tinned Sheets

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "	....	7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 1 $3.80; No 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; other lengths 6" to 11", discoun 30 per cent.; other length 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE

No 7 wire solid line, No 17, $4 90; No 18, $3; No 19, $2.70; 6 wire solid line, No 17 $4 45; No 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand, No 18, $2 60; No. 19, $2 90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No 17, $5; No. 18, $5.70; No. 19, $6; No. 20, $6 65; No. 21, $7; No. 22, $7.3 ; No 24 $7.6 ; No. 24 $8; No. 25, $9; No 26 $9.0; No 27, $10; No. 28, $ 1; No. 29, $12; No. 30 $1 ; No. 31, $14; No. 32, $15; No. 33 $16; No. 34, $17 Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $3; Nos 32-34, $6 Coppered, 75c ; oiling, 1 c; in 25-lb bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb hanks, 25c ; in ½-lb hanks, 38c ; in ¼-lb hanks, 50c ; packed in casks or cases, 15c ; bagging or papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.8c; 12, $2.40; 13 $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No 15 gauge, 5 c extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1 25, packed in casks or cases 15c., bagging and papering 10c., 5 and 100-lb bundles 10c., in 25-lb bundles 15c., in 5 and 10-lb bundles 25c., in 1-lb hanks, 50c., in ½-lb hanks 75c., in ¼-lb hanks $1

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 06

BLUE

French medal	0 10
German common sheet	0 10
German prime	0 15
White pigafoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co's paints	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint Windsor)	1 70
Benj. Moore Co "Egyptian" brand	1 50
Moore's pure linseed oil, etc	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 6
" Thistle	3
Martin-Senour 100 p.c. pure	2 0
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 6
Jamieson's floor enamel	1 75
Island City pure paints	1 6
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 50
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 17½	
Benzine, per gal single bbls	0 6½	
Pure turpentine single barrels	1 03	1 05
Wood Turpentine	0 0	
Linseed oil raw	1 9	1 13
" boiled	1 12	1 15
Rosin, "G" grade, bbl lots,	0 1 s..	3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams Kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
"Kyanize" Interior Finish		2 40
"Flint-Lac" coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lil Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B. B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 5
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy		5 75
Robertson's C.P., lead	5 50	5 65
Decorators' Pure	6 00	6 25

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent. 30 days; no extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo flexible		6 00
Double strap hangers, doz. sets		6 50
standard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	3 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cent

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	10
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bob t Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off,	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts, 80.	



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	0 95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
900 " standard	0 07½
550 " " manilla	0 07½
800 " "	0 08½
650 " " "	0 09

Car lots, 1c. less; 5-ton lots, ½c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.
Wrought brass, 45 p.c off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
" Lafarge " cement in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10
Smaller sizes extra.	

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 80
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ "	10 00
" " ¾ "	11 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., "	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in per 100 lb.	4 50
over 12 in "	3 50

Crate hinges and back flaps, 55 and 5 p. c.
Chert hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—	
¼ x 5 per gross	2 35
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50: No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.	
Can openers, per doz	0 40 0 75
Mincing knives per doz	0 50 0 90
Potato mashers, wire, per doz	0 60 0 70
" " wood "	0 50 0 60
Vegetable slicers, per doz	2 25
Universal meat chopper No. 1	1 15
Enterprise chopper, each	1 80
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60
Toasters 50 p.c	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast per doz. 6 75
Lift Tubular and Hinge Plain. " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5 10; 9-in. wheel, 3 knives, 12 in.; $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Ca dian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	2 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—3½ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, 40 and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevad silver flatware, 42 p c.

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.



TINNERS' SNIPS

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian dis p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	3 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 50 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 35; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	50 70
Eze, 10 in., per doz	51 00
Bicycle, 11 inch	66 25
Trojan, 12 inch	105 00
Challenge, 3 year, 11 inch	59 00
Ottawa, 3 year, 11 inch	64 00
Favorite, 5 year, 11 inch	69 25

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	31 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Canada Metal Co. Toronto
Frothingham & Workman Ltd., Montreal
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Robertson, Jas. Co., Montreal.

Bar Urns.
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

Belting
J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc
Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts
Canada Screw Co., Hamilton
London Bolt and Hinge Works, London, Ontario
Montreal Rolling Mills, Montreal

Bolts—Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Kerr Engine Co., Walkerville Ont.
Lewis, Rice, & Son., Toronto
Morrison Jas. Brass Mfg. Co. Toronto
Penberthy Injector Co., Windsor, Ont.
Taylor Forbes Co., Ltd., Guelph, Ont.

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
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Burners
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Canada Wire Goods Mfg. Co., Hamilton
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Covert Mfg Co., West Troy, N Y
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Hill, Jas., & Co., Ltd., London, England
Howland, H S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lockerby & McComb, Montreal
Lufkin Rule Co. Saginaw. Mich.
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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
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Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco
Star Expansion Bolt Co., New York

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co. St. Catharines
Oneida Community Limited, Niagara Falls. Ont

Chafing Dishes.
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Churns
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American Shearer Mfg. Co., Nashua, N.H

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
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Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co. Toronto
Crookes, Jonathan, & Son
Dorken Bros & Co. Montreal.
Frothingham & Workman Ltd, Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co. Toronto.
Hurton, Jas., & Co., Montreal
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Drills—Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James Mfg. Co., Toronto.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
Kemp Mfg. Co. Toronto.
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Engine Supplies, etc.
Kerr Engine Co. Walkerville Ont
Penberthy Injector Co., Windsor, Ont.

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Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
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Fencing—Woven Wire.
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Watson, Jack & Co., Montreal

Files and Rasps.
Barrett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
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Simonds Canada Saw Co., Ltd., Montreal

Filters
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Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

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Galvanizing
Canada Metal Co. Toronto
U.S. Steel Products Export Co., Montreal
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Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Cutters
Hobbs Mfg Co, London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co
Consolidated Plate Glass Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
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Glaziers' Diamonds.

Pelton, Godfrey S.
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Glue.

The Canada Glue Co., Ltd., Brantford,
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Hardware Specialties

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Canada Steel Goods Co., Hamilton.
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Still, J. H. Mfg. Co., St. Thomas.
E. B. Salyerds, Preston.
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.

Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

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Ice Cream Freezers

North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Aylmer Pump & Scale Co., Aylmer
MoDougall, R., Co., Galt, Ont.

Jacks

Covert Mfg. Co., Troy, N.Y.

Lamps

Queen City Oil Co., Toronto

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, On
Jas Smart Mfg Co, Brockville, Ont
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Lighting Fixtures

McLaren & Co., Merrickville

Locks, Knobs, Escutcheons, etc

Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Hains & Co., Vancouver, B.C.

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co. Montreal
Frothingham & Workman Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Handles

Theo. J. Ely Mfg. Co., Girard, Pa.
Tarbox Bros., Toronto

Mop Wringers.

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Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
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Oilers

Thos. Davidson Mfg. Co., Montreal
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Maple City Mfg Co., Monmouth, Ill.

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Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

Queen City Oil Co., Toronto

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co. London Ont.
Canadian Wire Goods Mfg. Co., Hamton

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Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
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Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
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Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont
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Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Red Oxide

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Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain Conn
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Canada Screw Co., Hamilton, Ont.
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Parmenter & Bulloch Co., Gananoque
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Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
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Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
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Jas Chesterman & Co., Ltd., Sheffield, England

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Atkins, E. C., & Co., Indianapolis, Ind
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Clauss Shear Co., Toronto.
R. Heinisch's Sons Co., Newark N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.

Frothingham & Workman, Montreal.

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Fancy Goods Co., Ltd., Toronto

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Thos Davidson Mfg. Co., Montrea
Kemp Mfg. Co., Toronto
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Steel—High Speed

Alexander Gibb, Montreal

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Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow N.S.
U.S. Steel Products Export Co., Montreal

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McClary's, London, Ont.
Kemp Mfg Co., Toronto
E. T. Wright & Co., Hamilton, On

Stoves, Furnaces

D. J. Barker & Co., Picton, Ont.
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W J Copp, Son & Co, Fort William, On
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Jas Smart Mfg Co, Ltd Brockville, On
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Queen City Oil Co., Toronto

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U.S. Steel Products Export Co., Montreal

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Jas. Chesterman & Co., Sheffield Eng.

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A. C. Leslie & Co., Montreal

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Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

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Onward Mfg. Co., Berlin

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc

J. H. Connor & Son., Ottawa Ont.
Dowswell Mfg Co. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

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Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats

Andrews Wire Works of Canada, Ltd., Watford, Ont.

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed Brand, 472 Moss Lane E., Manchester, Eng.

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McCLELLAN

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GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

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Dealers everywhere appreciate the advantage of handling a rifle that can be procured quickly, that can be depended upon in every emergency, that gives general satisfaction and is in ever increasing demand. That is the Ross Rifle.

$25.00 and upwards.

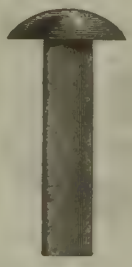
Ross Rifle Co. - Quebec



Wire Nails

A trial order solicited. Prompt shipment made.
Special gauges made on short notice.

We also manufacture the best kind of Machine Screws; Wire—Bright, Coppered and Tinned; Stove and Tire Bolts, Tacks, Wood Screws, Sleigh Shoe Bolts, Rivets, Bright Wire Goods in Iron, Copper and Brass, Fence Staples, Boot Calks.



Canada Screw Co., Limited

TORONTO HAMILTON MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED

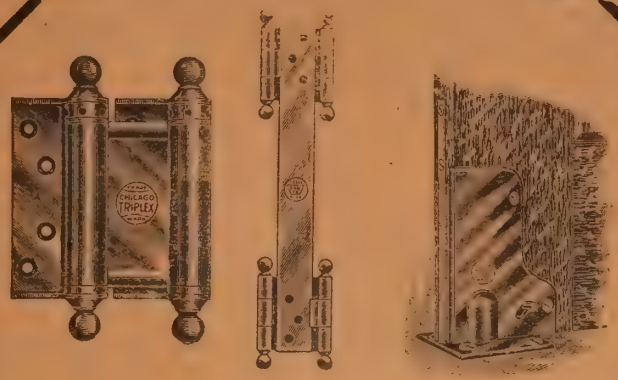


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

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CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

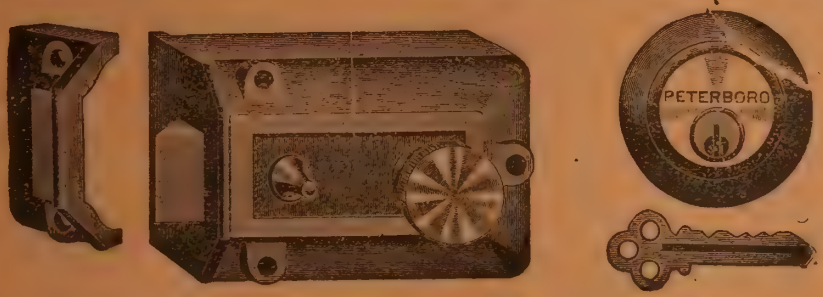
Chicago Spring Butt Company,

CHICAGO NEW YORK

Send for Catalogue M 26

How Are You Off for Locks?

We have a full range of rim and mortise locks, and of inside, front, and store door sets. Restock your shelves with our goods. They are just what you want and never fail so satisfy.

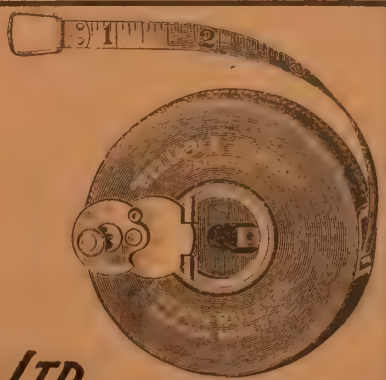


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The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

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SOLD BY ALL GOOD JOBBERS

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Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

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Twelve Medals



Awarded

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Special Prize

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EKERT PROCESS
TRADE RADIUM MARK
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VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE CUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL



PERFECTION Ankle Support

Patented in Canada and United States.

Mfg. by
OWEN SOUND STEEL PRESS WORKS
Owen Sound, Ont.

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Leading Hardware Dealers

Something new and has proved a great success.

WRITE FOR PRICES, ETC.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND, ONT.

Christmas Goods Number

HARDWARE AND METAL

Published Weekly by

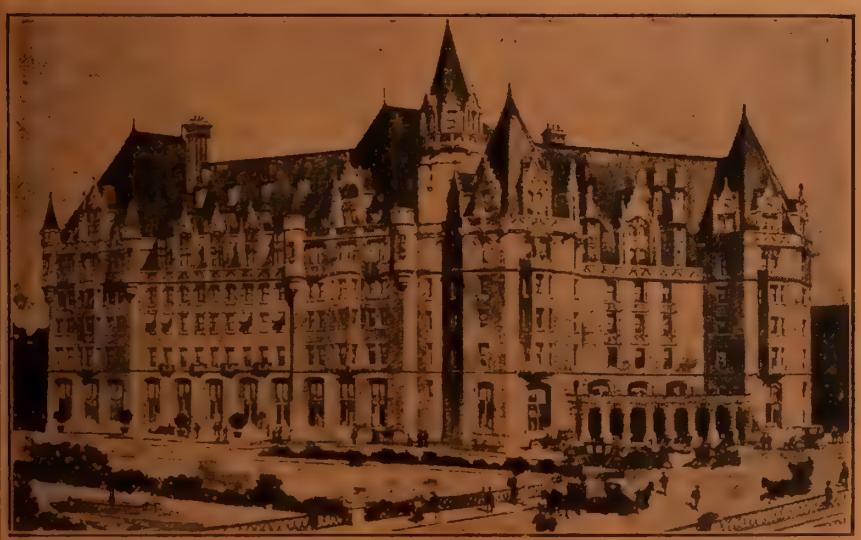
THE MACLEAN PUBLISHING COMPANY, LIMITED

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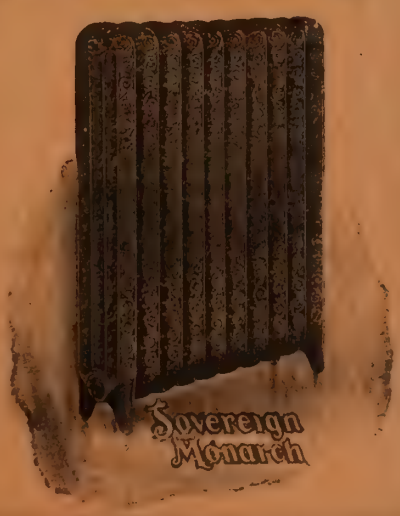
VOL. XXII. PUBLICATION OFFICE: TORONTO, NOVEMBER 26, 1910 NO. 48

POCKET KNIVES
H. BOKER & COS
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TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by all the Leading Wholesale Houses

"Southern Cross"
Black Sheets
Cold Rolled
Close Annealed
Dead Flat
John Lysaght, Limited
Makers
Bristol, Newport and Montreal
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CHATEAU LAURIER AS IT WILL LOOK WHEN COMPLETED

"Sovereign"
Radiators for
CHATEAU
LAURIER



The large contracts and the particular orders for Radiation in modern buildings call for "Sovereign" Radiators. "Chateau Laurier" is one of our large and particular contracts.

Identify yourself with "Sovereign" Hot Water Boilers and Radiators. You will find them a good advertisement.

TAYLOR-FORBES COMPANY LIMITED
HEAD OFFICE, WORKS AND FOUNDRIES, GUELPH, CANADA.
Toronto, 1088 King St. W. Montreal, 246 Craig St. W. Vancouver, 1070 Homer St. Winnipeg, The Vulcan Iron Works. St. John, N.B., H. G. Rogers. Halifax, N.S., General Contractors' Supply Co. Quebec, Mechanics' Supply Co. Calgary, Barnes Company.

INDEX TO ADVERTISERS—page 82-83.

Canada's Biggest Showing Athletic Goods 1911 Hammocks



Reach THE **Victor**



A double strength——————Not a single weakness

The Lines Shown

Baseballs
Mitts, Gloves
Bats
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Shin Guards
Lacrosse
Tennis Goods
Hammocks
Rubber Balls
Flags, Kites
Air Rifles
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Garden Tools
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If you have not yet received advice of our traveller's visit, drop a card. No dealer in Sporting Goods, Hammocks and other specified summer lines can afford to miss this opportunity to start 1911 right.

The Big Features

Reach Goods

Restricted Prices
Free Advertising Signs
Free Catalogues with your imprint
Every piece guaranteed

Victor Goods

Approved models,
Biggest values
Popular prices

Hammocks

Every sample new
Rich colorings
Exclusive designs

REACH and VICTOR
Baseball Goods

1911

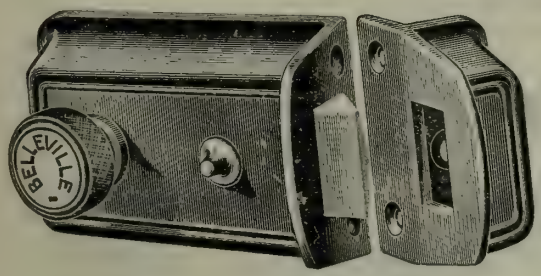
Victor Exclusive Hammocks

The Fancy Goods Co. of Canada, Limited

156 Front Street West, Toronto







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

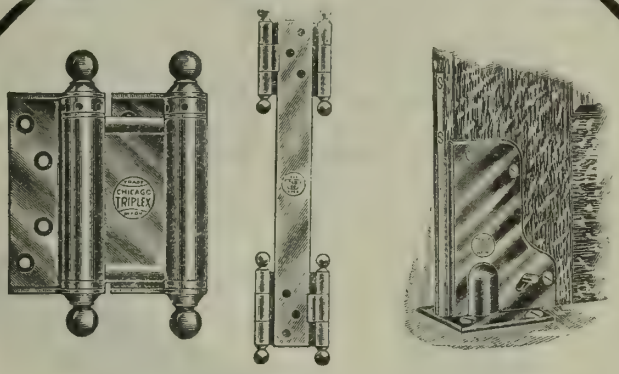
Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO TRADE CSB CO MARK **NEW YORK**

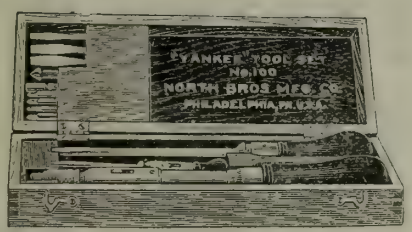
Send for Catalogue M 26

CHRISTMAS GIFTS

For MEN and BOYS

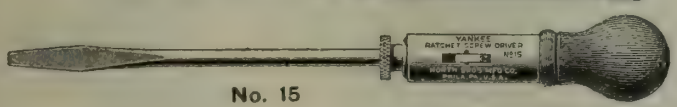
"YANKEE" TOOLS

TOOL SET No 100



No. 60—Pocket

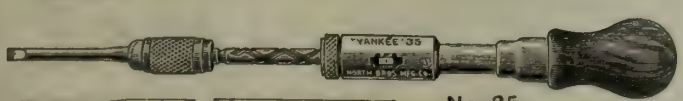




No. 15



No. 65



No. 35



No. 44

make sensible and very acceptable gifts for anyone who ever uses tools of any kind. They make a happy change from the necktie and suspender habit. They last for years, and the giver is remembered every time they are used.

We are advertising them as Christmas Gifts in the "Saturday Evening Post," "Popular Mechanics," "American Carpenter and Builder," "Electrician and Mechanic," and other magazines of this class, directing readers to you for the tools. This is sure to create a larger demand. Stock them now and be ready to hand them out when the trade comes. Get your jobber onto the job. The Nos. 60, 15, 100, 65, 44 and 35 make especially good sellers. Display them in your window as new ideas for Christmas and you will be sure to increase your holiday trade.

NORTH BROS. MFG. CO.

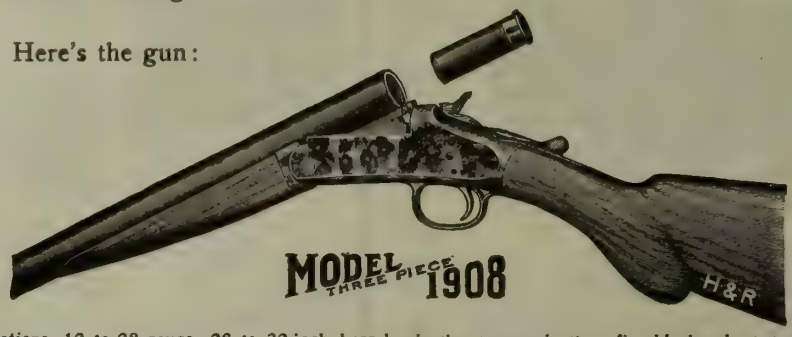
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H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.
¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwaremen**

Write for Terms to the Sole Manufacturers



Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: **$1.50**

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

DISSTON FILES
Are Superior

If You Want to Increase Your Sales
HANDLE
DISSTON
FILES
and
RASPS

DISSTON FILES and RASPS Have a Reputation.

They are dependable goods —Will stand up under severe usage— Have proven their worth for many years.



ALL SHAPES and ALL SIZES

FOR all TRADES, machinists, carpenters, sawyers, millers, etc.

Used When Best Results are Desired

Take Notice—

Since January 1st, 1910, our sales of Disston's Files and Rasps have increased 70% over the whole of 1909. To the average Canadian Hardware Dealer no further argument is necessary—to others we make the statement that there are no better Files made. You can buy Disston's Files from us for as low a price as you pay for inferior brands elsewhere. Most dealers are doing this, which accounts for the large increase in our sales of Disston Files and Rasps.

We will accept orders at present prices for immediate shipment up to the 1st of May next.

LEWIS BROS., Limited,

IMPORTERS AND DISTRIBUTORS
MONTREAL

Ottawa, Toronto and Vancouver

WATCH

When Ordering Cutlery, Specify

Sell the Best

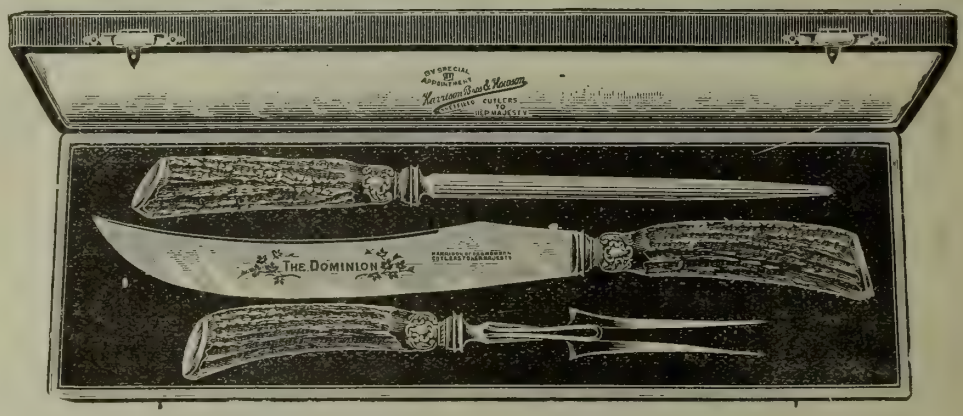
JONATHAN CROOKES
JOS. RODGERS & SONS
or HARRISON BROS. & HOWSON

Pay the Best

WHY? Because these well-known brands should be added to every Holiday stock. They are considered the best selling Cutlery in the trade, and are in great demand, especially during the Holiday Season.

INCREASE YOUR HOLIDAY TRADE.

We Carry the Best



Send Us Your Orders.

CARVERS

Our General Catalogue fully illustrates a complete line of Cutlery, but if you don't see what you want, write us. We have others. All inquiries receive prompt attention. You will buy when you get our prices.

ASK OUR TRAVELLERS TO SHOW YOU SAMPLES.

We Ship Promptly — Mail Orders Shipped Same Day as Received — We Ship Promptly.

F.&W.

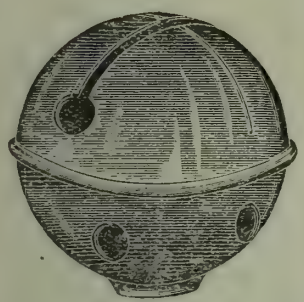
FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

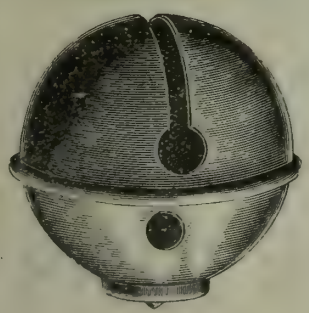
Montreal : : : : : Canada

F.&W.

FINE-TONED SLEIGH BELLS



No. 63. Red Leather Strap, 12 Steel Bells, Nickel-plated, on each.



No. 122. Black Leather Strap, fitted with 12 Nickel-plated Bells.

Top Shaft Chimes



No. 100. Bell-Metal Gongs, Polished and Nickel-plated.

Bottom Shaft Chimes



No. 32. Fine-Toned Cast Gongs, Harmonized, Nickel-plated and Polished.

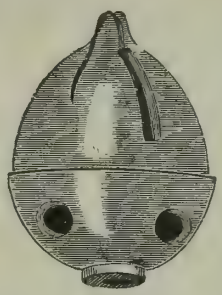


No. 90. Deep Cup Cast Bell-Metal Speeding Chimes, Nickel-plated and Polished.

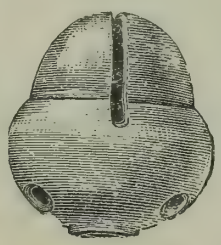


No. 28. Cast Bell-Metal Gongs, Harmonized, Nickel-plated and Polished.

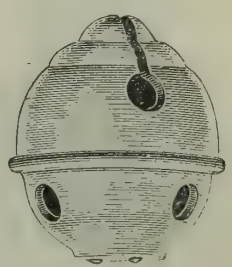
Our General Catalogue shows Full Line.



No. 18. Black Leather Strap, fitted with 12 Cast Bell-Metal Bells. Fine tone.



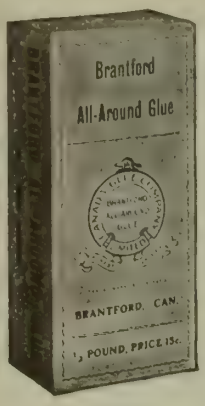
No. 800. Red Leather Strap, fitted with 50 Cast Bell-Metal Bells. Fine musical tone.



No. 894. Russet Leather Strap, fitted with 50 Stamped Bell-Metal Bells.

Caverhill Learmont & Co

MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

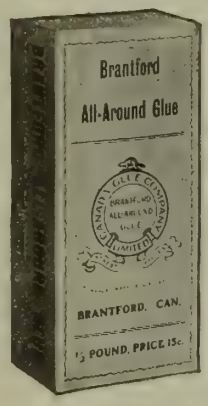
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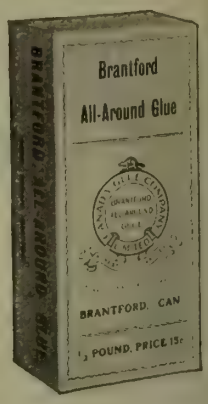
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

QUALITY SELLS!

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Ross Bros., Limited	Edmonton, Alta.
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	Halifax, N. S.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	Montreal, Que.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
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Miller-Morse Hdwe. Co., Limited	Winnipeg, Man.
G. F. Stephens & Co., Limited	Winnipeg, Man.
Wood, Vallance, Limited	Winnipeg, Man.

IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.









That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.



THE CHRISTMAS SPIRIT

is in the air, and people buy much more readily now than at any other season. This year has been a prosperous one. This fact cannot help but be felt. The Hardware store is in a position to gather a large share of the "Present-Giving" trade, for the practical, as well as the acceptable "Gift-Things" are sought after now, more than ever before, and a little publicity goes a long way in making your store the magnet for the better class of trade.

HAVE YOUR STORE ATTRACTIVE

both outside and in, and with the "quality" atmosphere always present. Our lines of Hardware, Cutlery and Sporting Goods represent the best money can buy. Combined with this, our record of quick delivery of the goods you want will stand you in good stead now, as at any other time.

SEND US YOUR ORDERS.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes—Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

DAVIDSON'S DECORATED ENAMELED WARE

FOR THE HOLIDAY TRADE



White Enameled

DECORATED CHILD'S SETS

No. 7, with new style deep plate.



TEA POTS

Enameled Royal Blue with Gold Decorations, very attractive, Globe shape with seamless Body, 5 sizes, from individual pots to 3 quart capacity. Nos. 551a, 551, 552, 553, 554.

TEA and COFFEE POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



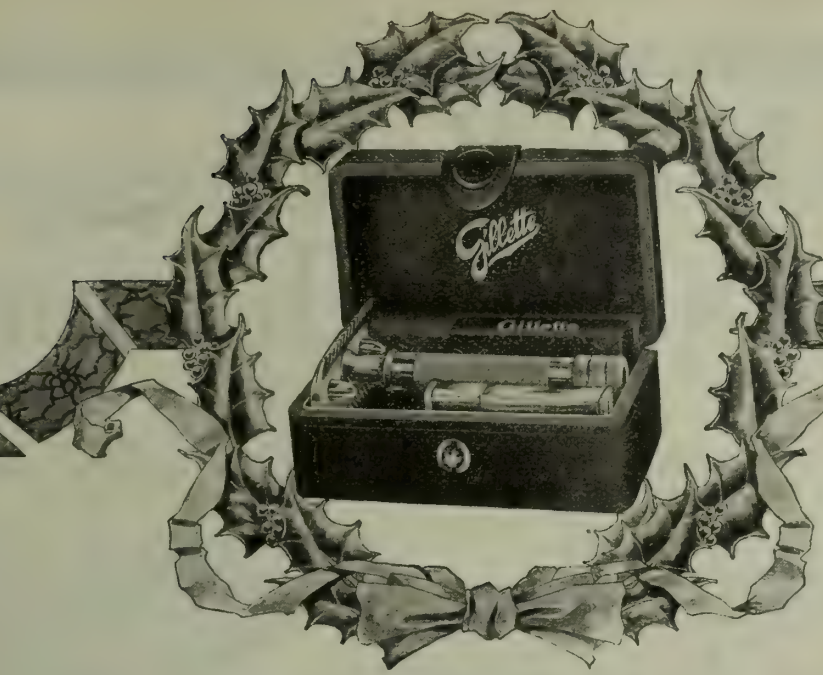
CUSPIDORS

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Decoration. No. 035.



WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg



For Present Profits and Future Trade

Push the GILLETTE for Christmas

The GILLETTE is *the* Christmas specialty nowadays.

As a Christmas present it has *so many advantages!* It is exactly suited to the hardest member of the family to buy for, the man—exactly suited to the average purse—downright handsome—attractive to the one who is hunting a Christmas present, and to the man who receives it. It is useful every day in the year—a time and money saver. It is a present that satisfies, and more. It goes beyond a man's expectations.

Add to this the fact that the GILLETTE Safety Razor is the best advertised five-dollar specialty on the market to-day—an article that is known everywhere as the best of its kind—an article whose price is protected—and you have a *real seller,* a specialty behind which it will pay you to put lots of steam for the sake of the *immediate profits.*

Add again the fact that each man who receives a GILLETTE will not only be pleased with it, but whether he ever entered your store before or not, *he will come to you regularly for new blades.* Then you have a Christmas specialty which it will pay you to push for the sake of *future trade* in all your lines, as well as present GILLETTE profits.

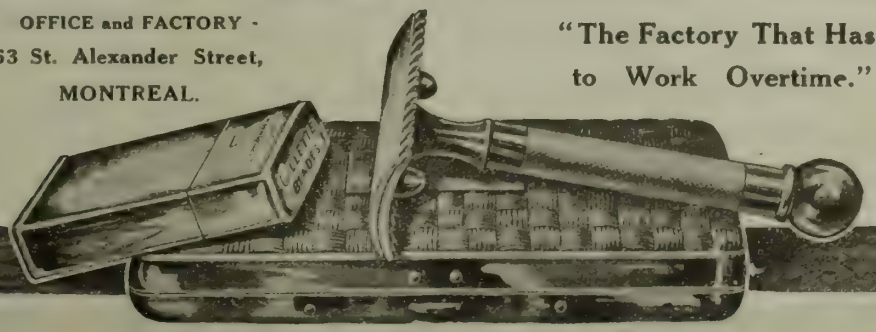
Over a quarter of a million in net profits is coming to GILLETTE retailers this Christmas season. Your share will depend on the amount of push you put behind the GILLETTE.

Is your GILLETTE stock complete? If not, order quick, or you will be too late for Christmas trade.

The Gillette Safety Razor Co. of Canada, Limited

OFFICE and FACTORY -
63 St. Alexander Street,
MONTREAL.

"The Factory That Has to Work Overtime."



Why handle cheaply made cast end heaters?

Why, when you can buy heaters with no castings in their construction at all—heaters made so they won't bend or break—heaters that please your customers and help you sell more goods

Satisfied Customers are your best asset

You make that kind of customers when you sell them the celebrated

CLARK HEATERS

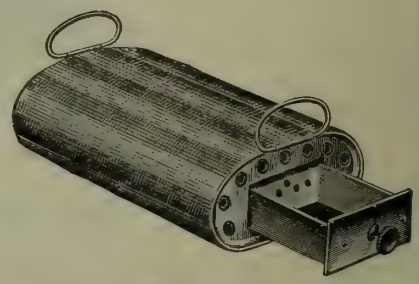
and they cost you no more than the heaters of inferior quality with cast ends.

Furthermore, Clark heaters are the only heaters that are now being advertised to your customers. They are the only heaters that have ever been advertised to users in Canada, and every advertisement asks the reader to go to his dealer for the heater.

Do not be misled. The heaters that sell best in Canada and every other country where heaters are used, are the Clark Heaters—they are made better, please better and offer as good or better profit. Almost every jobbing house of note in Canada handles the Clark Heaters—They must be best and we know you will find them so.

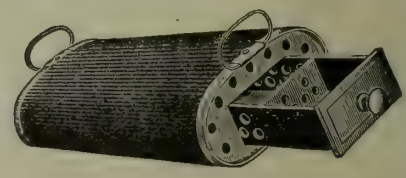
Insist on Clark Heaters. It pays.

Some Good Sellers from the Clark Line



No. 5B Clark Heater

No. 5B Heater is light and handy, yet very enduring and sightly. Is 12 inches long and weighs 4 pounds. Heats quickly, furnishing a mild and comfortable temperature. This heater is used quite extensively by farmers, mail carriers and milkmen. Covered with fine Brussels carpet.



No. 3D Clark Heater

Our No. 3D Heater is one of the most popular sellers, being very strong and durable. It is 14 inches long and weighs 7 pounds. Has fine asbestos lining and is covered with Brussels carpet; has braid binding. Easily cleaned by brushing. Ends are of triple strength white metal.



No. 7D, showing side and end ventilators.

No. 7D Clark Heater

No. 7D Heater, a well known and popular style, having flat, slanting top, and having ventilators in both ends and at the side with which it can be made to throw out as much or as little heat as may be desired. Is 14 inches long, and weighs 9 pounds. Has cold drawn steel ends, heavily nickel plated and is covered with superior Brussels carpet.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO

Help Your Customer Solve the Christmas Gift Problem

By Suggesting a Cummer-Dowswell Wash-day Labor Saver

A gift that will last all the year

There are more costly gifts, but none that will afford a woman more satisfaction

There is nothing more acceptable

Below is a sample of advertising now running in newspapers and magazines from coast to coast. Are you getting your share of the benefit of it? Combined with a little featuring on your part it will bring big results.

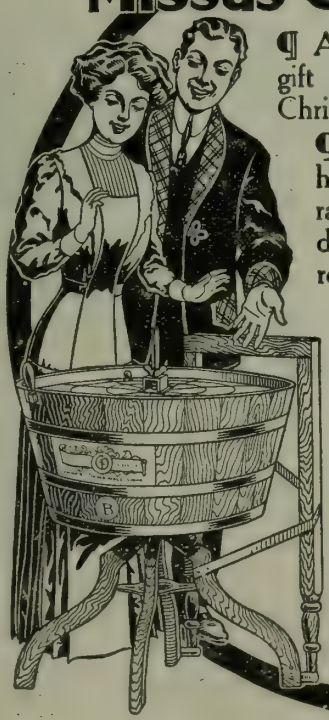
Hand Washing Machines

Power Washing Machines

including the Famous New Century

Both Hand and Power

"De right ting for de Missus Christmas Gift"



¶ A woman appreciates a sensible gift from her husband or son at Christmas.

¶ Something that will relieve her of the back-breaking and nerve-racking worries of ordinary household duties — something that shows her you really care—

A New Century Washer

for instance. It sweetens a woman's disposition. It enables her to get cheaper help and keep them longer. It saves the clothes and thoroughly cleanses them, because it forces the water through the fabrics. It prevents disease entering your home from public laundries.

¶ Write for "Aunt Salina's Wash Day Philosophy."

¶ At all dealers or direct.



CUMMER-DOWSWELL Limited
HAMILTON, - ONT.

ARROW BRAND

Clothes Wringers

Iron Frame Clothes Wringers

Monitor Folding Rotary Lawn Clothes Dryers etc.

The BEST KNOWN, BEST SELLING and MOST SATISFACTORY line offered and fits every purse.

Cummer-Dowswell Limited, Makers Hamilton, Ont.

W. L. Haldimand & Sons, Montreal, Eastern Agents

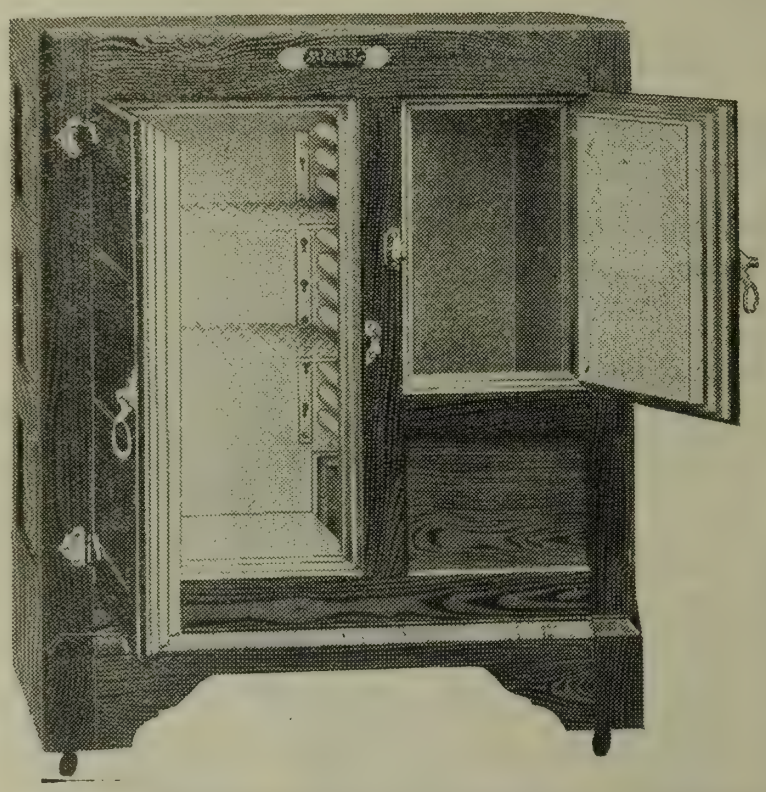
H. F. Moulden, Winnigeg, Western Agent

A lot of good advertising stuff can be had for the asking

The "Barnet" Refrigerator

All dealers who are interested in a high-class refrigerator should look into the merits of the "Barnet." A "Barnet" Refrigerator will stand a test which we believe no other made will stand, and is fully guaranteed by the makers to give perfect satisfaction, and do all we claim for it.

The "Barnet" is of the syphon system, and the very perfect circulation and ventilation of cold, dry air, puts it in a class by itself. We believe no other refrigerator made will stand such a test as a "Barnet" may be put to. It is always Dry, Pure and Sweet. No odor or taint. Read what Dr. Bruce Smith, of Toronto, Inspector of Hospitals for Ontario, has to say about it:



The Report of Experts

ON THE

"BARNET" REFRIGERATOR

INSPECTOR OF HOSPITALS AND CHARITIES,
PARLIAMENT BUILDINGS, TORONTO.

Having for some time been impressed with the great desirability of having a refrigerator, which, on account of proper ventilation and at the same time economical in the use of ice, I might be able to commend, I willingly consented to act with Mr. S. A. Armstrong, Assistant Provincial Secretary of Ontario, for the purpose of judging the merits of the "Barnet" Refrigerator.

We were first shown the empty refrigerators at the National Exhibition, Toronto, and allowed to designate any of our selection for the test. One was chosen and, after having been supplied with ice, the compartments were well filled with a quantity of food supplies, including milk (not pasteurized), fish, meat, onions, butter, cheese, apples, tomatoes, celery, oranges, lemons, bananas, matches and salt. The refrigerator was then locked and sealed, so that no one could open the door. The seal was broken 96 hours afterwards and the contents were found in a surprising condition. The milk was as sweet as when purchased from the vendor four days before and entirely free from any taint. The onions and other vegetables and fruit had not imparted the slightest odor to anything. The salt and matches were as dry as when placed in the refrigerator.

A more rigid test of ventilation could not be asked for, and the conditions in which the food supplies were found quite justify the statement that the "Barnet" Refrigerator is constructed on a hygienic system peculiarly its own.

R. W. BRUCE SMITH.

I desire to corroborate the above statement, having been present and noted the conditions mentioned.

S. A. ARMSTRONG.

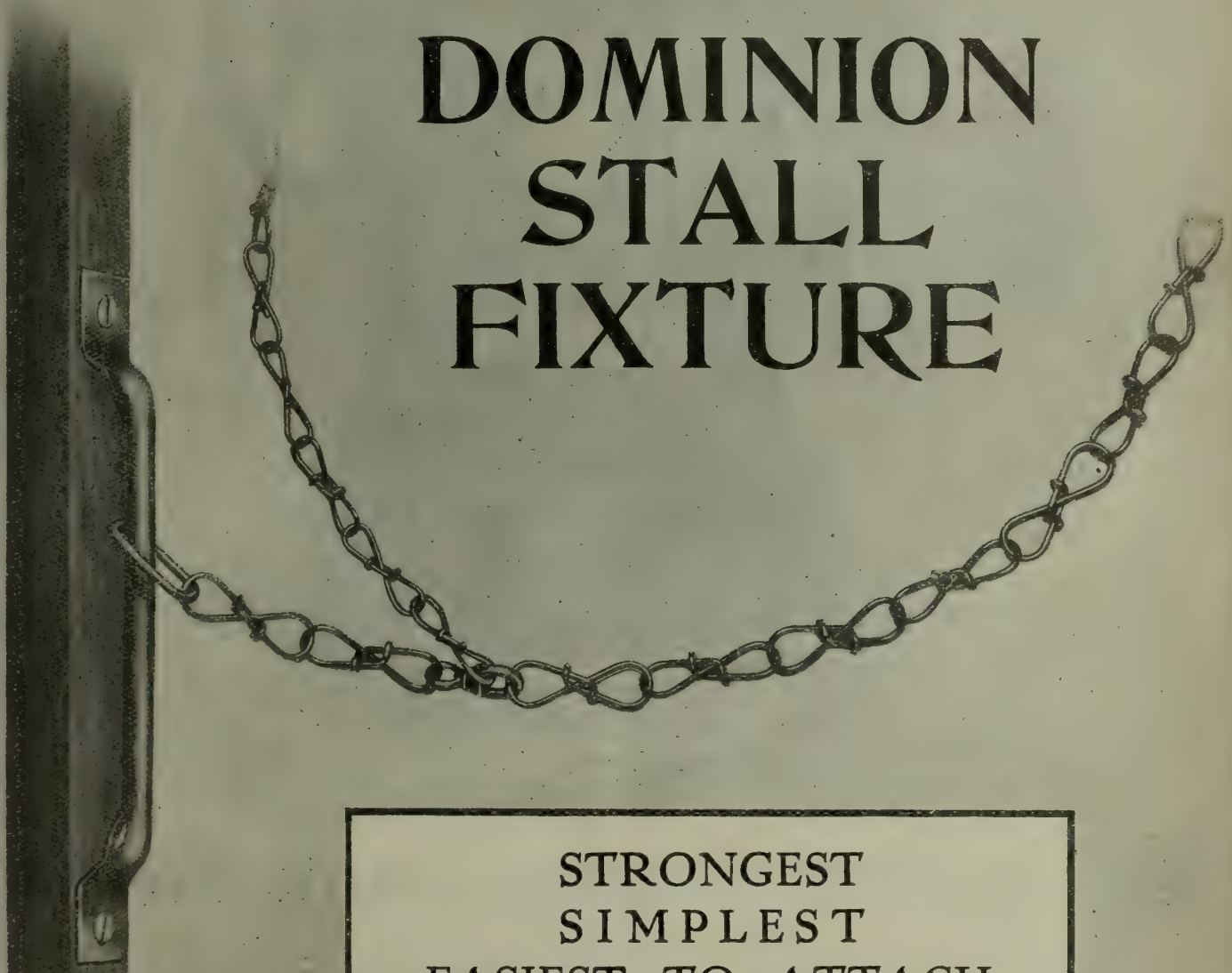
We have many other reports similar to this, and all by very responsible parties.

The "Barnet" Refrigerator is beautifully finished in Birch, Ash or Oak. Lining of Snow White Baked Enamel, always clean and sanitary. Write us for catalogue and prices. We make any special size to order, also Cold Storages, any size.

The Barnet Manufacturing Company, Limited

RENFREW - ONTARIO

DOMINION STALL FIXTURE

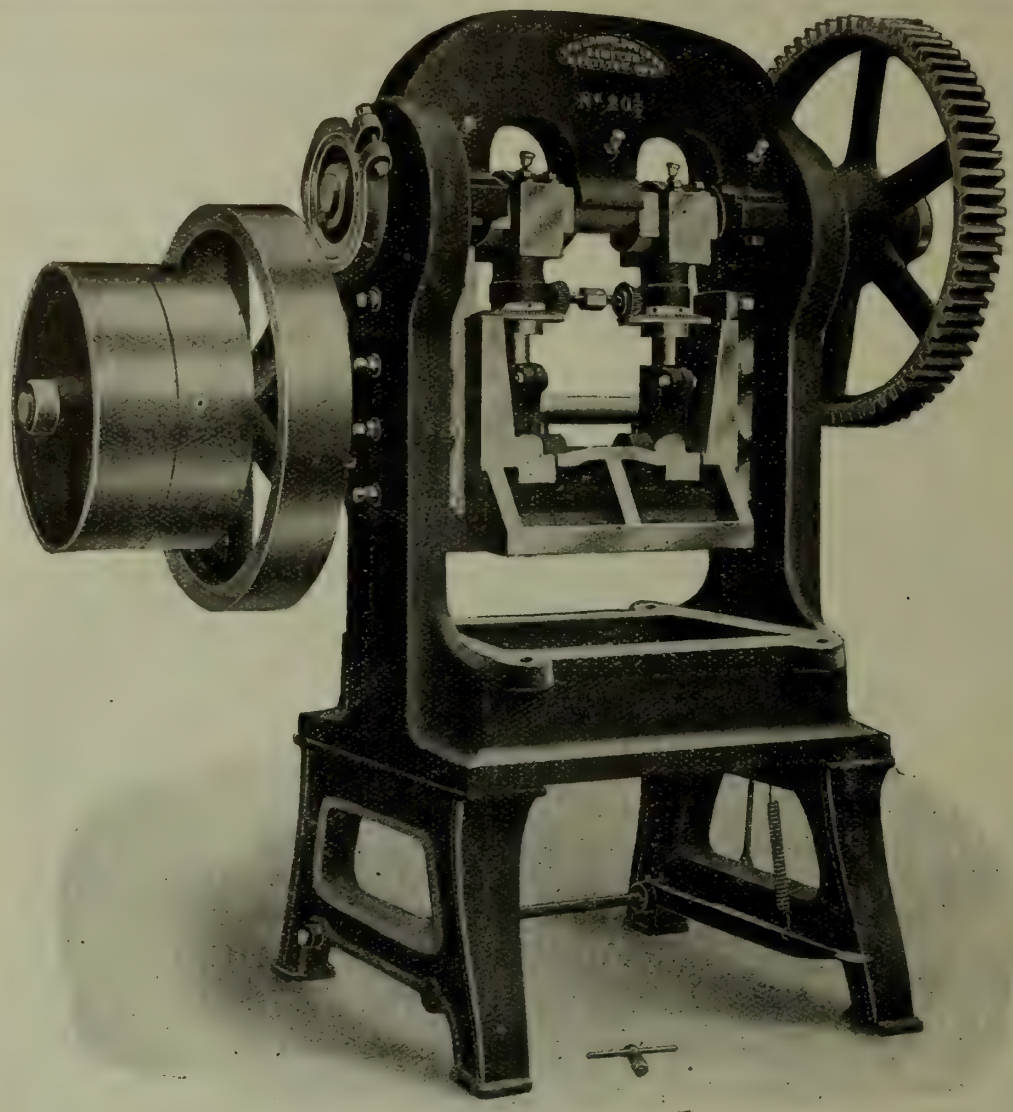


STRONGEST
SIMPLEST
EASIEST TO ATTACH

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.



20½ Geared Double Crank Press

This type of Press is preferable for operating large cutting and forming dies, covering a large area. The connection of the Pitmans is such that they are adjusted simultaneously.

For Heavy Cutting and Forming we recommend these presses with gearing.

Write for further particulars.

We manufacture a FULL LINE of FOOT and POWER PRESSES.

ASK FOR LLUSTRATED CATALOGUE

The Brown-Boggs Company, Limited

Hamilton, Canada

TINSMITHS', SHEET METAL WORKERS' TOOLS, PRESSES, DIES, ETC.

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

TRADE MARK KEYSTONE BRAND REGISTERED

WHEN IN THE MARKET FOR

Brooms

write us for prices. You will always find our goods reliable and prices right.

All Brooms made of this season's crops.

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO



You should have a catalogue showing the hundreds of handsome designs of

"METALLIC"

Ceilings and Walls

It means Dollars and Cents to you

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings – Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough – Fireproof Windows and Doors, etc.

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

Here is a tea kettle that sells on sight.

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon



The ART BANNER

This is an entirely new cast iron range, and the design is the height of stove architecture, and this combined with smooth castings, perfect mounting and finishing, place it in a class superior to any on the market.

In building this range every detail has been taken into consideration, so as to make it the best.

THE FIRE BOX is proportioned to the work which is required to make it an economical and perfect cooking and baking range.

THE GRATE—Exceptionally heavy and removable.

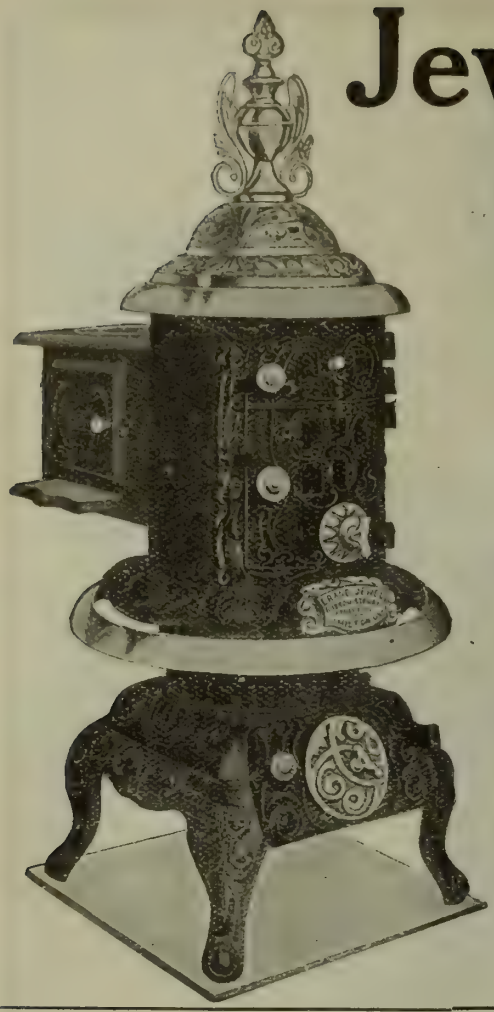
THE RESERVOIR—Is larger than is usually supplied in a range of this size.

THE RESERVOIR DAMPER—An entirely new one.

REMOVABLE NICKELED BANDS—All nickeled parts are removable.

THE DOWN DRAFT FURNACE COMPANY, LIMITED

GALT - ONTARIO - CANADA



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

"Monarch Diamond"

Every improvement which really makes for practical efficiency has been introduced into the MONARCH DIAMOND RANGE, and you will find it a splendid line to feature

It is made of heavy gauge planished steel, interlined with asbestos and steel---a 3-ply wall of great durability.

The oven is large and roomy and the firebox well proportioned.



Planished Steel Ranges

Grate bars can be removed and replaced with very little trouble.

A range that is profitable and satisfactory to handle.

Get catalog and discounts.

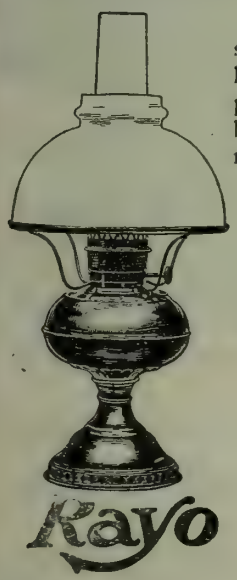
Write us to-day.

Butterworth Foundry, Ltd.
Ottawa, - Can.

The Most Extensively Advertised Oil Consuming Devices on the Market

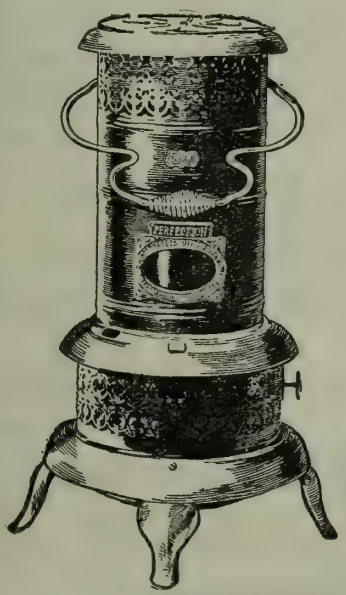
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection WICK BLUE FLAME **Oil Cook-stove**

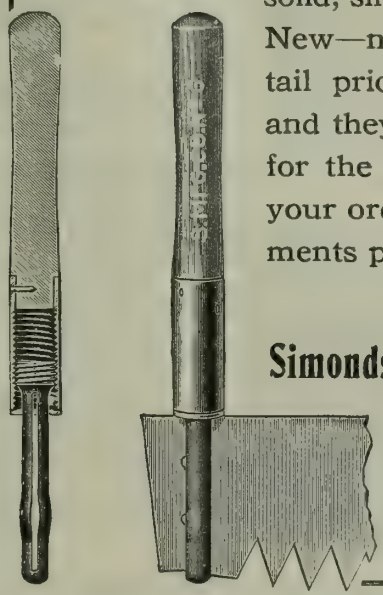
If your jobber does not handle these goods, write for descriptive circulars and prices to

The

Queen City Oil Company, Ltd.

TORONTO

Why sell an inferior handle when the Simonds No. 6 can be bought right in Montreal?



The illustration shows the solid, simple construction. New—neat—strong. Retail price 50c. per pair, and they are good sellers for the money. Send in your order to-day. Shipments promptly made.

Simonds Canada Saw Co.

Limited

St. Remi St. and Acorn Ave

MONTREAL, QUE.

ST. JOHN, N.B.

VANCOUVER, B.C.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

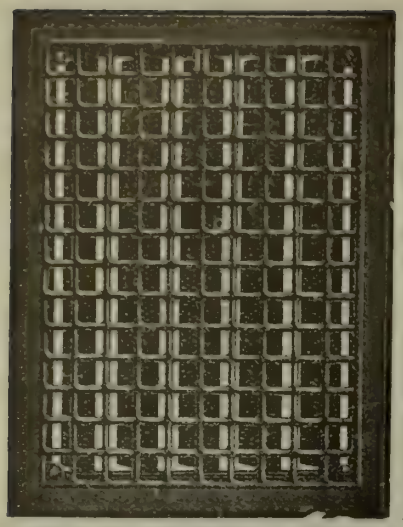


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers ask for prices and terms. Get real profits on your metal pump sales.

R. McDougall Co., Limited

GALT, CANADA



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed. Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

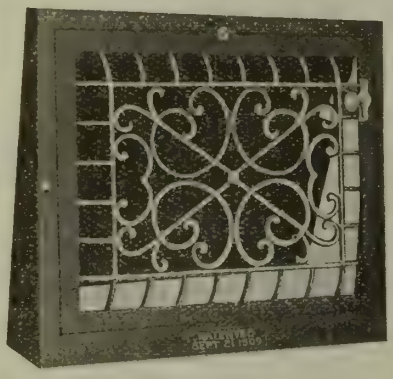
The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary





"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

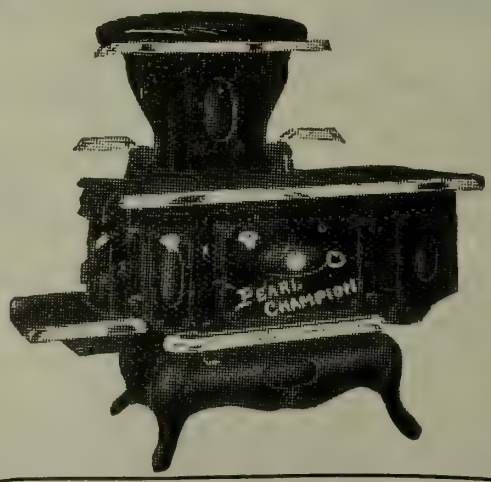
SELL THE CHAMPION RANGE

The pulling feature about a Champion Range is the

Champion Grate

with its non-warping bars.

This grate is more open than any other, and therefore more easily cleared and shaken.



You win new customers when you tell them about the Champion Range, and every new customer means a profit for YOU. Get full particulars to-day. Write for catalog.

D. J. Barker & Company

PICTON - ONTARIO

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

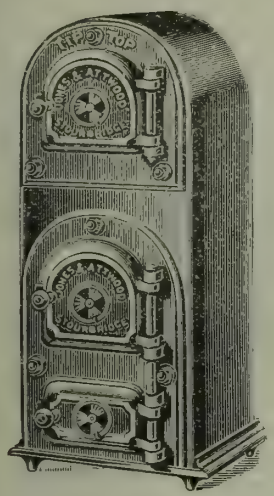
Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

TIP-TOP BOILER



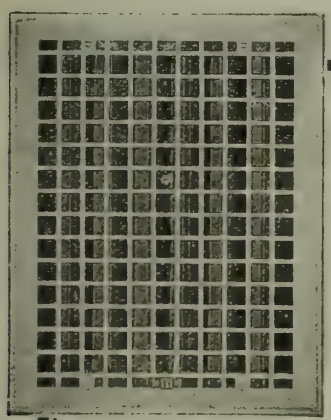
The best and most efficient boiler on the market, and especially designed by us for

Hot Water Supply

or heating radiators, etc. Large water space provided which reduces the liability to get choked with deposit.

Write for price list and particulars of our heating apparatus of all descriptions.

Jones & Attwood, Limited Heating Specialists, STOURBRIDGE, ENG.



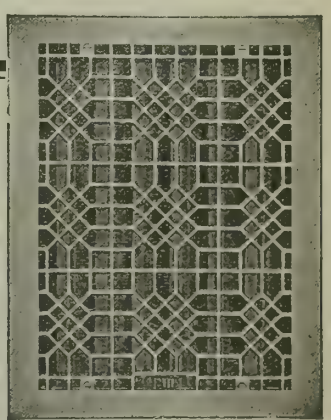
WROUGHT STEEL

Artistic Design, Excellence of Finish & Quality of Materials

have paved the way for the high reputation of

"T and B"

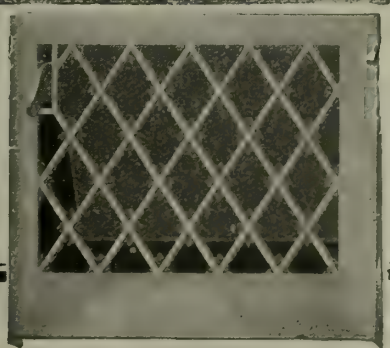
Registers, Ventilators & Grilles



SEMI-STEEL. IND. LAT

They admit the largest possible outlet of heated air, and are no more expensive than other makes. Furnace-pipe manufacturers are now making their boxes to fit our styles. A quick-selling and satisfaction-giving line. It will pay you to handle these goods.

Tuttle & Bailey Mfg. Company of Canada, Limited

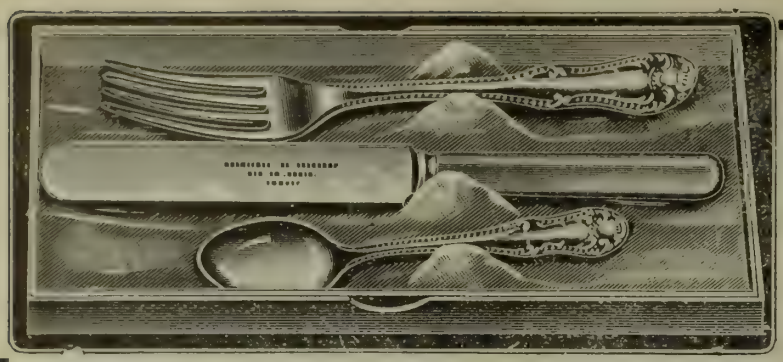


IMPERIAL

Get full details.

Write for descriptive Catalogue to-day.

Bridgeburg, Ont.



? WHAT TO GIVE THE CHILDREN THIS XMAS ?

will be the problem many will be facing, and you can solve it for your customers by recommending the dainty three-piece set illustrated. Each article is heavily plated with pure silver and very artistically finished.

Send for complete catalogue and order sharp.

THE McGLASHAN, CLARKE COMPANY, Limited, = **NIAGARA FALLS, CAN.**

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont. DAVID PHILIP, 291 Portage Av. Winnipeg, Man.



COPYRIGHT CO. 1905 THE STANLEY RULE & LEVEL CO.

Stanley Tools

We have recently added to the many Scrapers that we manufacture TWO NEW DESIGNS

No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2¾ inches in width. This is a splendid tool for very fine work. List price. **$1.50** each.

No. 82—Specially designed for scraping hardwood floors. It is adjustable and the blade can be tilted to practically any angle for working in corners and inaccessible places. Width of blade, three inches. List price . . . . . **$1.05** each.

Look for the name STANLEY on every tool. It is a guarantee of the highest class of workmanship and material.

Send for Catalogue.

STANDARD THE WORLD OVER

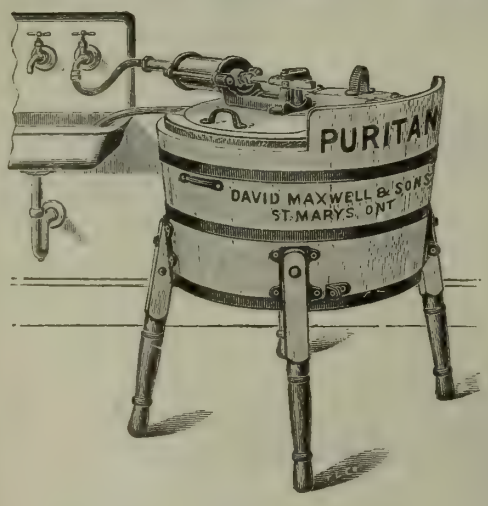
Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

With Maxwell Washing Machines and Churns

You Can Suit Everybody

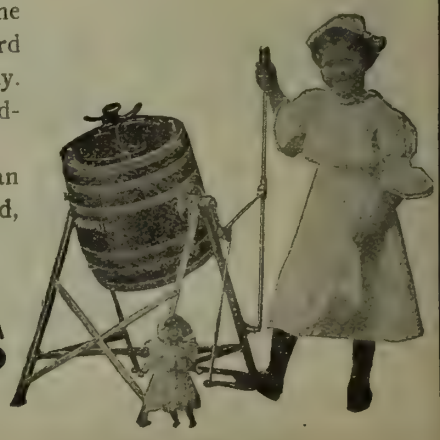


There is such a variety in the MAXWELL line of Washing Machines that no matter what may be a woman's likes or prejudices, you can show her—and sell her—just the machine she wants.

The "PURITAN" works with the turning of a balance-wheel—the "CHAMPION" with the to-and-fro motion of a lever—the "PURITAN MOTOR WASHER" with power from the kitchen water tap. All are of the dolly-block type.

Then there's the "BLUE BELLE," in which you turn the tub in one direction, while the rubbing board inside revolves the opposite way. Each of these machines is the leader in its own type.

The "FAVORITE" Churn needs but little recommendation to Canadian hardwaremen. Its sales, greater than those of all competitors combined, prove its merit.



Write for prices and full information to

DAVID MAXWELL & SONS

ST. MARYS, ONTARIO

You make **NO** mistake in ordering

GILBERTSON'S

COMET

Galvanized Sheets

but be sure your dealer does not give you something else. **Every Sheet Branded.**

Sole Canadian Sales Agent:

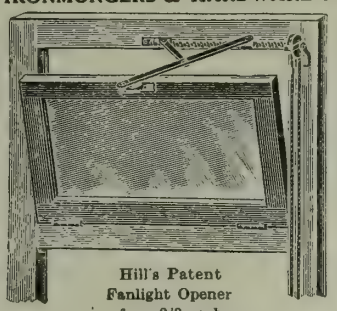
ALEXANDER GIBB,

13 St. John St. MONTREAL

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts and all kinds of Fittings and Hardware. Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

Attention!

Here's the line of splendid sellers



NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

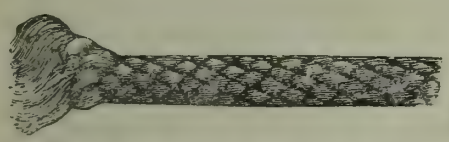
Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT.

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg Man.



HERCULES

SashCord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers

Jardine Unversal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

"We will never be buried with the unknown dead---we ADVERTISE. There's the whole thing in a nutshell ---we ADVERTISE; and, therefore, we CANNOT be unknown."

SEALED TENDERS addressed to the undersigned, and endorsed "Tender for Fittings, Toronto Central Post Office," will be received at this office until 4.00 P.M., on Monday, December 12, 1910, for the work mentioned.

Plans, specification and form of contract can be seen and forms of tender obtained at this Department and at the office of Mr. Thos. A. Hastings, Clerk of Works, Postal Station "F," Toronto.

Persons tendering are notified that tenders will not be considered unless made on the printed forms supplied, and signed with their actual signatures, stating their occupations and places of residence. In the case of firms, the actual signature, the nature of the occupation and place of residence of each member of the firm must be given.

Each tender must be accompanied by an accepted cheque on a chartered bank, payable to the order of the Honorable the Minister of Public Works, equal to ten per cent. (10 p.c.) of the amount of the tender, which will be forfeited if the person tendering decline to enter into a contract when called upon to do so, or fail to complete the work contracted for. If the tender be not accepted the cheque will be returned.

The Department does not bind itself to accept the lowest or any tender.

By order,

R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, November 18, 1910.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department.

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

TECHNICAL BOOKS, 143-149 University Ave., Toronto, Canada

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BABBITT METAL.

BABBITT METAL FOR ALL REQUIREMENTS.

THE CANADA METAL CO., LIMITED
31 William Street, TORONTO

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

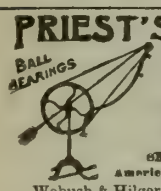
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

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PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
412 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FEED COOKERS



MAKE MORE MONEY
Put in a stock of
FEED COOKERS
We make all sizes
Write
JAMES & REID
PERTH, ONT.
for catalogue and prices.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

HARDWARE SPECIALTIES

WE LEAD, ALL OTHERS FOLLOW. Manufacturers of Sprayers of all kinds, Asbestos Stove Pipe Thimbles, Heating Drums, Heating Stoves, Ash Sifters, Sifter Shovels, Nestable Stove Pipe, Gas Ovens, Steam Cookers, Gas Hot Plates, Toasters, Mats, Horse Singers, Safety Candle Lanterns, Kitchen and Wire Goods of all kinds Quality is remembered a long time after price is forgotten.
THE COLLINS MFG. CO. - TORONTO

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

BRITISH COLUMBIA
is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS.
586 Beatty St., VANCOUVER, B.C.

TRY A
CONDENSED AD.
IN
HARDWARE AND METAL

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

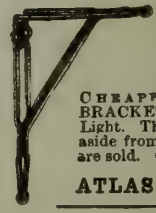
The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SAW SETS

Cur Whiting Saw Set and Champion Jointer
have been imitated—result, imitations.
Order through your Wholesaler or write us direct if they cannot supply.
R. DILLON & SON
Patentees and Manufacturers, South Oshawa, Ont.

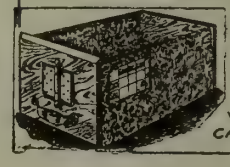
SHELF BRACKETS.



Will Hold Up a Shelf
That's what a shelf bracket's for
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.
ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

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"RED OAK" "RED HUMANE" HALTER

No. 382 H—½ inch

Rich, Rosy Red Body Throat Latch, Brow Band and Trimming

A Rich Yellow.

Also made in 7-16, 9-16, ⅝, ¾ and ⅞ inch rope.

Manufactured By

COVERT MFG. CO.

Troy, N. Y.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

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ARMSTRONG PLANER TOOLS Are ALWAYS ready for use

7 Sizes Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE with an assortment of Cutters EQUAL A DOZEN FORGED TOOLS.



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Ventilators and Chimney Cowls

My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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CAMPBELL'S XXX CHOPPER

Pays the Jobber to handle

Quick seller for the storekeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.

Sole Makers XXX Chopper

ST. JOHN, N.B. CANADA

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

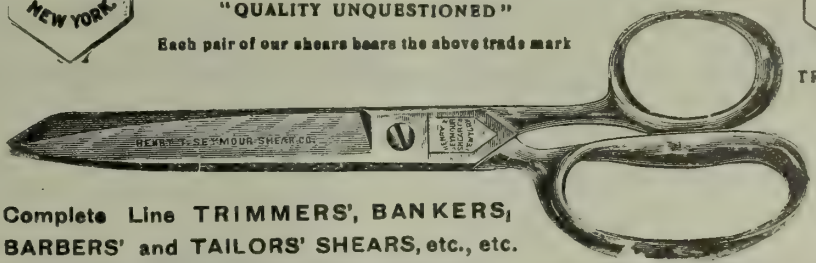
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

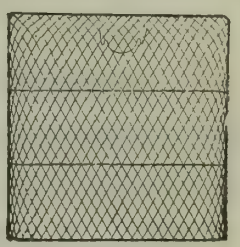
A. SHAW & SON, - London, Eng.

GODFREY S PELTON & SON, Canadian Agents, MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We solicit your inquiries.

Sharratt & Newth's Glaziers' Diamonds

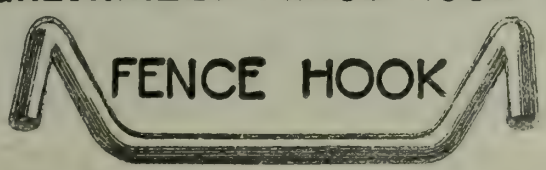
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St., - - - TORONTO

TRADE MARK J.M.T. REG. U.S. PAT. OFF. A GUARANTEE OF QUALITY

Manufacturers of the Largest Variety of

Engineers' and Plumbers' Supplies

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If you want anything in the line of Brass or Iron Goods for Steam, Water, Gas or Air, we can supply it.

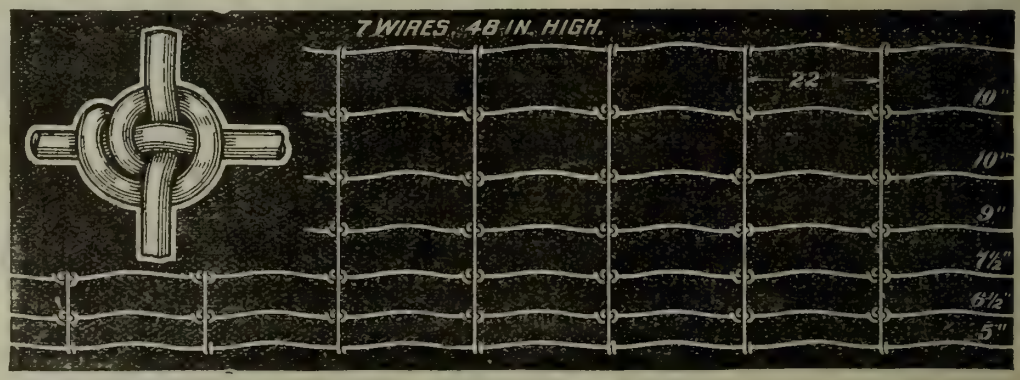
THE KIND THAT LASTS!

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St., West, - - - - TORONTO

THIS is "Dominion Special"

"The Landmark of the Future"



The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

ESTABLISHED 1820 INCORPORATED 1883 DOMINION TRADE MARK

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL

Who reaps the benefit?

Sell Genasco Ready Roofing and everybody is benefited.

Your customer benefits by being completely and lastingly protected from the weather. Genasco is made of Trinidad Lake asphalt—Nature's everlasting waterproofer, which has defied the storms of centuries.

You benefit by the satisfied customers that Genasco makes for you; you benefit by our persistent advertising in magazines and agricultural papers.

Your jobber benefits by your increased patronage, made necessary by the wants of your customers.

We benefit by making roofing of proven and enduring quality.

Isn't it worth while to sell the roofing that increases your good-will and gives real satisfaction?

Write for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

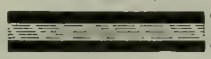
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross-section, Genasco Smooth-surface Roofing



Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

Genasco
Ready Roofing

Mineral or smooth-surface Roofings

THE KANT-LEAK KLEET makes water-tight roof-seams without cement---an added benefit for Genasco users.



Xmas Offering

A limited number of Universal Hand Power Vacuum Cleaners to be sold to the trade at ***$12.50***, F.O.B. Montreal—subject to being unsold.

Three Nozzles with Universal
Best Machine on the Market
Multiped Hose Used

Our machines are all guaranteed to be equal in efficiency to any hand power machine selling as high as $40.00. Will last a lifetime.

Our Retail Price, $20.00

UNIVERSAL ELECTRIC VACUUM CLEANER, including seven nozzles, ***$65.00***. Retail Price, ***$85.00***.

Without a Doubt the Most Powerful Cleaner Made

Universal Vacuum Cleaner Co., Limited

596 ST. CATHERINE ST. W. MONTREAL





5000 REVOLUTIONS PER MINUTE

ON HEAVY WOODWORKING MACHINES

It requires the very best kind of Antifriction metal to withstand such speed any length of time. "Genuine" Babbitt won't do it, and no other metal can touch Magnolia for such severe service, as well as its special adaptability for the heaviest pressures, such as Rolling Mills, Rock Crushers, etc.

Chicago, Ill., April 8th, 1910.

Gentlemen—Enclosed find 40 cents for which please send me one of your Engineer Pocket Books. I have used Magnolia for nine years on heavy duty high speed machinery, running 3,000 to 5,000 revolutions per minute. Some of these machines have run for four years. Respectfully yours,

FRANK BERANEK, 1900 Fisk Street.

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PRACTICAL ENGINEER POCKET BOOKS

Containing 680 pages treating on over 2000 Mechanical and Engineering subjects brought up to date. We offer this valuable reference work at the very low price of 40 cents postage prepaid.

Let us know if you want copy.

Address Montreal Office.

If your Dealer does not keep Magnolia and will not order we shall be pleased to supply your requirements.

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal.

New York - - - Chicago

HENRY ROGERS, SONS & CO., LTD.

ESTABLISHED OVER 100 YEARS

SHEFFIELD, Eng. | 6 St. Sacrament St., MONTREAL | WOLVERHAMPTON, Eng.

METALS

Galvanized and Flat Sheets, Bars, Tinplates, Pig Iron, Lead, etc.

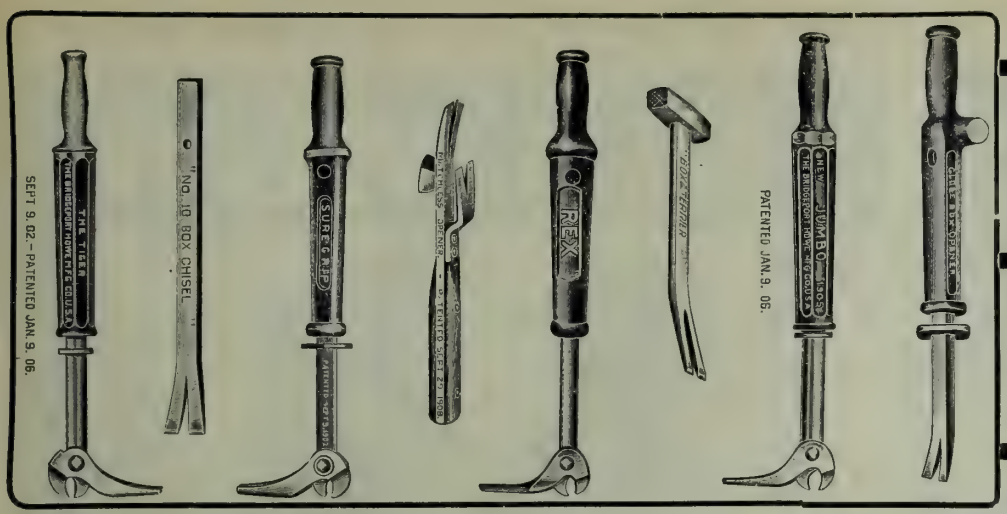
CUTLERY

Table Cutlery, Pocket Cutlery, Razors, Butcher Knives and Case Goods.



HARDWARE

OF EVERY DESCRIPTION



BEFORE PLACING ORDERS

get prices and descriptive matter of our big line of

Nail Pullers
and
Box Openers

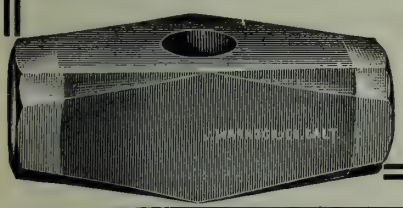
Write at once to

The
Bridgeport Hdw. Mfg. Corp.
Bridgeport, Conn., U.S.A.



Hammers & Edge Tools of Real Sheffield Steel.

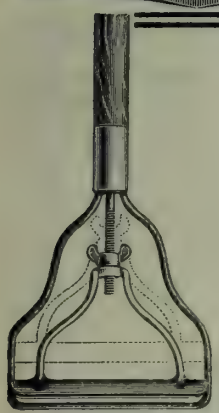
We are manufacturing a complete line that is unequalled in quality by any other Canadian-made line and is not excelled in quality or finish by any line made in the world.



SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co., Limited

Galt **Ontario**



Eighteen Styles of

Mop Sticks

Twenty Patterns of

Cross-cut Saw Handles

and other Specialties

The "ELY" DANDY Janitor Mop

Send for Catalogue



"ELY'S" DANDY MOP WRINGER and BUCKET COMBINED.



"ELY'S" DANDY No. 4 CARPET BEATER

This Beater is also made with the SUREHOLD HANDLE. Wire goes through handle and CANNOT COME OFF.



THEO. J. ELY MFG. CO.

GIRARD, Pa., U.S.A.

The Peerless Hangers and Fasteners for Storm Sashes

The winter is coming on and everybody is thinking about their storm windows. Why not try the Peerless?

SAVE HALF YOUR FUEL BILL.



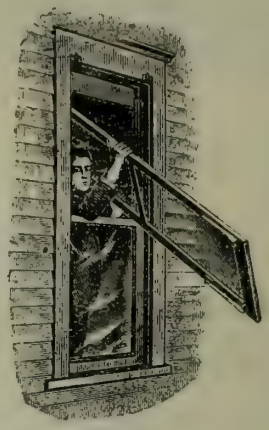
No. 1717

Take off storm windows in spring and immediately put on your screens on the same hangers.

No Tools or Ladders Required

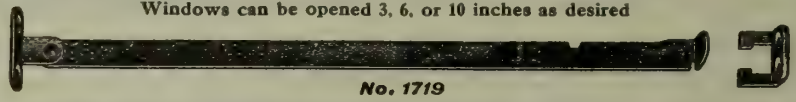
Windows can be hung from inside.

Can be washed with perfect ease.





Windows can be opened 3, 6, or 10 inches as desired



No. 1719

Also Butts, Hinges and Builders' Hardware

Ask your hardware dealer for the Peerless Hangers and Fasteners

MADE ONLY BY

COWAN & BRITTON, :: GANANOQUE, ONT.

ZINC ORNAMENTS

An extensive range to select from. Special designs made to order on short notice.

Every little while we make new additions to our already extensive range of zinc ornaments. This class of work is a specialty with us and we have originated many exceptionally handsome ornaments for use in connection with outside cornices, pilasters, capitals, pediments and other purposes. We have unsurpassed facilities for doing special work on short notice. When figuring on a contract calling for zinc ornaments it will pay you to consult us for suggestions.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q. **PRESTON, ONTARIO**

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neill & Co.

WONDER-SHINE

From now until Christmas

you'll be pushing hard on Silverware Gift Goods. You'll be making big displays.

And you can make increased profits by displaying

WONDER-SHINE

with your Silverware.

WONDER-SHINE is the marvellous new silver polish that cleans silver **without rubbing.**

Place your Wonder-shine and your silverware stock **side by side**—sell them **together.** Show your customers that by using **WONDER-SHINE constantly** from the **very first** they can keep their silverware looking **permanently new,** absolutely free from scratches.

And show them how **convenient WONDER-SHINE** is. No rubbing.

SIMPLY DIP THE SILVER INTO **WONDER-SHINE**
RINSE AND DRY WITH A SOFT CLOTH.

All dirt and tarnish **instantly** disappear, leaving a brilliant, lasting lustre.

Every sale leads to another. **WONDER-SHINE** is **so good** that people **talk** about it and **recommend** it. **You** reap the benefit.

BIG PROFITS. WRITE FOR PRICES.

ASK YOUR JOBBER OR WRITE DIRECT FOR SAMPLE.

Household Convenience Company, Limited

Toronto, : : Canada



Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

ONE-THIRD CASH, balance arranged, will buy one of best businesses in British Columbia. Stock $35,000 goodwill $1000. Corner location, busiest street. Owner has made stake and intends retiring. Excellent chance to locate in coast city with big future. For particulars write, W. W., HARDWARE AND METAL, Toronto (46)

FOR SALE—$13,500 will buy a good hardware and furniture business on the Goose Lake line C.N. R., Saskatchewan, including stock, store and warehouse on corner lot. Residence and lot. Stock carried $8,000 Terms half cash, balance arranged. Do not answer unless you mean business. Address reply to Box 1050, HARDWARE AND METAL, Toronto. (49)

ARTICLES FOR SALE

FOR SALE—One set tinsmith's tools and machines. S. B. McCLUNG & CO., Trenton, Ont. (47tf)

COMMISSION LINES WANTED

WANTED by responsible, energetic firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgary, Alberta. (55)

POSITIONS WANTED

EXPERIENCED hardware clerk wants position. A1 references. Apply Box 1052, HARDWARE AND METAL, Toronto. (48)

HARDWARE MAN, 4 years' experience managing retail business, desires position in Toronto or town on G and Trunk east. References. Box 1047, HARDWARE AND METAL, Toronto. (48)

SITUATIONS VACANT

WANTED—Good hardware clerk. Apply, stating age, experience and salary, to The Geo. Taylor Hardware Co., Cobalt, Ont. (49)

WANTED—Hardware clerk. Must be good salesman. State experience, present salary and references in first letter. Will treat confidential. F. E. HENDERSHOT, Mount Forest, Ont. (48)

WANTED—Hardware clerk. Young man with some knowledge of hardware. Must be temperate and not afraid of work. Good chances for advancement. Western New Ontario. Give full information about self. Apply Box 1051, HARDWARE AND METAL, Toronto. (48)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

MISCELLANEOUS

A BOON to every Hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

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COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 259½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED—Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

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FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

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THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

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PARTNER WANTED

PARTNER WANTED—With $3,000 cash, in hardware business. Have an up-to-date and well assorted stock of hardware and do all plumbing work in good live town of 900 population. Apply immediately to Box 1049, HARDWARE AND METAL, Toronto. (51)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

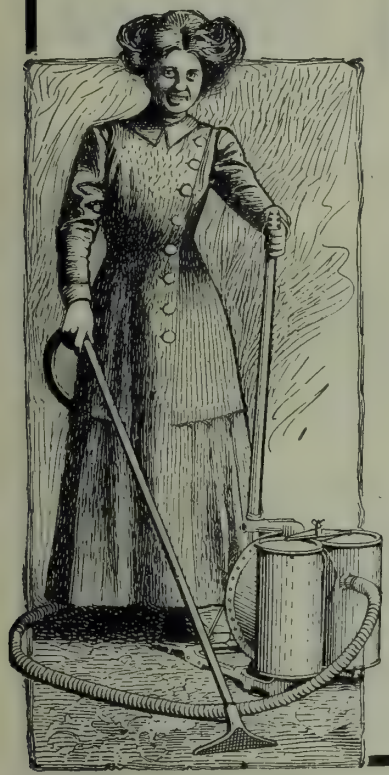
TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Suggest this for a Xmas Gift



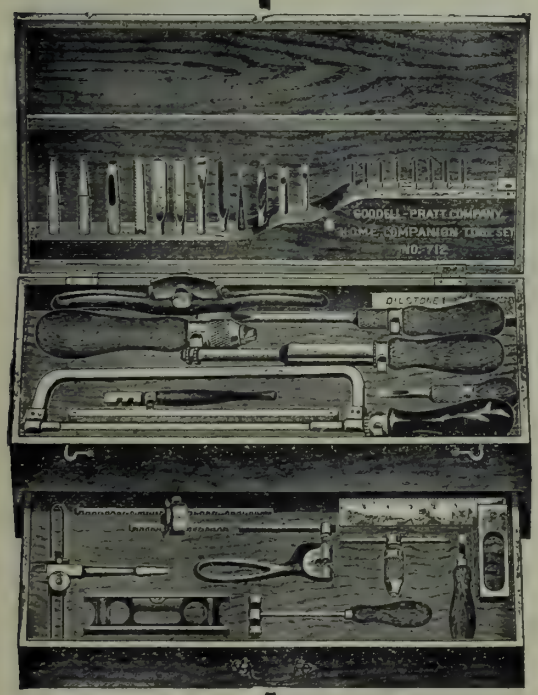
Every fairly-well-to-do householder in your locality is a "red hot" prospect for this

"Automatic" Hand-Power Vacuum Cleaner

and now is the right time to suggest to every householder that this labor-saving machine would be the best of Christmas Gifts for his wife. This "Automatic" is the one thoroughly practical hand power machine. It is easier to pump, easier to carry, easier to empty and has far more powerful suction than any other hand-power machine on account of our exclusive double tank system. Slip joints used on all connections, making them instantly detachable and interchangeable. It is the most durable machine, made entirely of malleable iron and steel, and the only hand-power machine that "Blows" as well as "Sucks." Guaranteed for one year against all defects of manufacture. Will last a lifetime with ordinary wear and tear.

Onward Manufacturing Co.
Berlin - - - Ontario

LIBERAL TRADE DISCOUNTS.
WRITE US FOR PARTICULARS.



DON'T FORGET

There is always a sale, and particularly at this season, for such sets of tools as these.

GOODELL-PRATT HOME COMPANION TOOL SETS, composed exclusively of tools of the well-known Goodell-Pratt make, will sell quickly and pay a most comfortable profit to those dealers who make a push to secure this business.

DON'T FORGET IT

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



Ammunition



"YOU KNOW"

DOMINION

It means greater profit to you to sell Dominion Ammunition.

You will be well repaid for the time spent in convincing a customer, who has asked for other brands, to try a box of new Dominion.

Your customer will return and bring his friends.

He will thank you for the money you saved him, for Dominion is less duty in price.

He will testify that Dominion Ammunition is absolutely dependable, extremely accurate, high velocity and excellent penetration.

Dominion Ammunition is guaranteed to you.

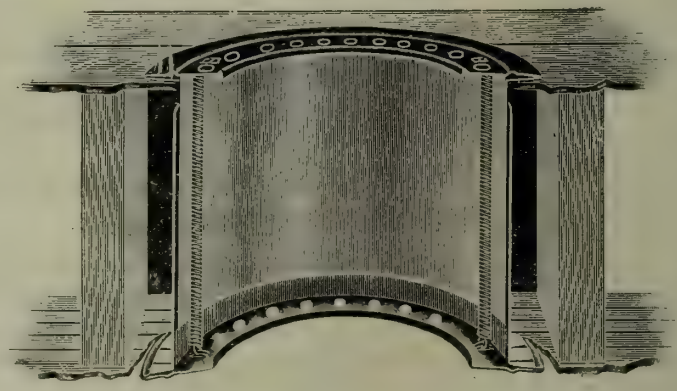
Dominion Cartridge Company, Limited

Ammunition Manufacturers - - - Montreal, Canada

Kemp's Handy Thimbles

JAPANNED STEEL ENDS

The hooks to which the spring attaches cannot become detached, as they are stamped out of the head itself.



The steel heads are well double seamed to the cylinder of the thimble, and consequently cannot become detached through melting solder, or anything of this kind.

N.B.—This Thimble will fit any size floor or wall.

No.	30	40	50	60
Inches	6	6	7	7
Extension	4 to 8 in.	7 to 14 in.	4 to 8 in.	7 to 14 in.

1 DOZ. IN CRATE PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET. MONTREAL, QUE

Attractive Displays Can be Made of Holiday Goods

Evolution has Changed the Class of Trade Done in Hardware Stores During the Christmas Season—Some Profitable Gift Lines to Handle — Buying Should be Done Early—The Interior Should be Decorated as Well as the Window — Examples of Holiday Windows and Advertisements.

The Christmas season is the harvest time for merchants generally and every season more of the holiday grist comes to the hardware mill to be ground into profits.

The time was when the hardware merchant kept a motley stock of chains, axes, iron pots, tin pails and kitchen ware. The shutters were drawn tight every night in the fear that some bold, bad man might run off with the store while the merchant and the town policeman were sleeping. The shop was musty and dirty and the few women who visited the store didn't stay long. The trade of the men was catered to by the maintenance of a gossip society around the box stove which supplied the heat during the winter, but the women were not on the invited list of guests. The stock was piled indiscriminately around the store and little attempt was made at display beyond the hanging of pails, lanterns, and lamps from the ceiling. The store ad. in the local paper told readers that "Everything in Hardware" was kept and tinsmithing was done by the advertiser. No prices were quoted, because the other hardwareman down street might find out what the first dealer sold his goods at. The window showed sleigh bells in the summer time and garden rakes in the winter. And visitors to the store were given what they asked for, no effort being made to add to the sales as a result of inquiries fired across the counter. To go out and canvass for trade was, of course, unthought of.

The hardwareman of those good old days never thought that amongst his hammers and saws and his pots and pans that he had many articles which he could sell at Christmas time if he but made the effort.

What Evolution Has Done.

Time brought about many changes, however, and some hardware merchants brighter than the rest left down the shutters at night, put skates and cutlery into the window, changed his ad. at least once a month and as a result, made quite an increase in his sales.

The trade papers helped in the evolution and the younger generation of hardwaremen, seeing no reason why the jewelry and fancy goods stores should have all the rich holiday trade, have fought



Window Display Awarded First Prize in Hardware and Metal's 1909 Competition Open to Dealers in Small Towns.

for their own until to-day the hardware merchants are amongst the most progressive merchants pushing Christmas trade and the variety of useful and practical gifts sold in hardware stores is unequalled anywhere. Jewelry and book stores, as a rule, sell luxuries which it will cause no hardship to do without while the gifts secured in hardware stores are, with few exceptions both lasting and useful.

Here and there, of course, a hardwareman is found who makes no effort to push holiday trade but he is the exception rather than the rule at the present time.

Gift Goods are Profitable.

Most lines of goods sold during the holiday season carry a good margin of profit and some should carry as much as 100 per cent. on account of the special nature of the goods. Buyers of gifts do not want cheap goods—what they are looking for is something appropriate which they can select with as little trouble as possible. It is evident, therefore, that the store system and methods are even more important than the price and the merchant who follows Tiffany's example and makes quality his talking point will secure better results than the more cautious retailer who buys a line of cheap goods and does not use the same enterprise in bringing his stock to the attention of possible customers.

Some Profitable Lines.

Chinaware, cut glass, silverware, crockery, cutlery, art metal goods, copper and brass goods, leather novelties, smoking sets, toilet sets, graphophones, cameras, skates, shaving outfits, lamps, etc., are among the lines that the hardware dealer can handle profitably in the holiday season.

In every town there are scores of people who want to go to the nearest city to do their holiday trading. The nearer



The Window That Won First Prize in Hardware and Metal's 1909 Christmas Window Competition Open to Large City Stores.

the city the more people who will go there to trade. Some of this trade—perhaps not all—can be kept at home if the hardware dealers will join with other merchants of the town in offering attractive lines of holiday goods.

They must make their stores attractive, advertise the goods they have to sell, decorate their show windows the best they know how, have plenty of price tickets so that customers can note the prices of goods without having to ask, be polite and attentive and mark liberal profits on all your goods.

With careful buying and right selling methods the hardware dealer should make December business the greatest of any month in the year.

Most merchants have already bought the lines they intend featuring during the coming month, but there are some classes of stock which will have to be supplemented with new goods to make them attractive, so it will be wise at this time to go carefully over the advertisements in the trade newspapers and place orders for such articles as appear to be likely to win favor with holiday shoppers. Orders placed now can be filled in time for display during the closing fortnight of the Christmas campaign, whereas last minute orders sent after Dec. 10 are likely to find jobbers' and manufacturers' stocks so depleted and their staffs so busy that the goods cannot be secured in time for delivery before the holiday rush.

Windows Should Reflect Interior.

To give class and distinction to their display of holiday goods during the next four weeks is the problem confronting every hardware window trimmer in Canada, and to assist by showing what others have done in previous years Hardware and Metal has reproduced in this and recent issues, illustrations of a number of window displays arranged by hardware trimmers a year ago. These suggest various forms of arrangement and present different modes of assembling the articles on display in ways which have been found effective in different localities.

The merchant located in a store on a leading thoroughfare in a large city has a greater opportunity for securing returns than his fellow hardwareman in the small town where the sidewalks are crowded only on market and holidays. His large plate glass and built in window, and the better system of lighting also enable him to show his goods to better advantage than the trimmer is able to do who has a small old fashioned window separated from the store only by a wire screen or curtain. The window trimmer must make the most of the material at his disposal, however, and if a small window and poor lighting handicap him he should endeavor to put life into the display by using some mechanical device to attract the notice and excite the interest of passers-by.

The window should reflect the interior of the store. All the stock cannot be put into the window but the window display can be made representative of the stock and this is what it should be. In small places it may be found hard to change the window every week but this should be done if at all possible, especially during the month of December. This can be done by having one man make the window his definite work and plan a number of displays in advance or by assigning the duty to various members of the staff in turn. A prize being offered for the display that sells the largest quantity of goods. However it is accomplished make it a point to change the window display weekly.

The value of the window display is more than half lost if they are not lighted at night or merely indifferently lighted. During the last two or three weeks before Christmas the fathers and mothers of the younger generation do their gift buying and the evening is the only available time for them to go shopping together. Light the window well, therefore, as a well lighted store window is as welcome a sight on a dark winter night as a log fire in a fire place to a weary traveler in zero weather.

Prize Winning Window Displays.

A year ago Hardware and Metal offered prizes for the best displays of holiday goods in Canadian hardware stores and, as is being done again this year, the prizes were divided into two sections, one open to hardwaremen in cities and the other to competitors in smaller towns and villages. Window trimmers are urged to arrange to photograph their displays and enter them in this year's competition.

Roy C. Gilmour's display arranged for J. A. Flett, Vancouver, last December, was the prize winner in the competition open to city contestants and Peter McNaughton's display, arranged for George W. Ecclestone, Bracebridge, took first money in the towns and villages competition. Both displays are reproduced this week and it will be seen that in the Vancouver window purple and white cheesecloth was used in an effective background scheme, the bottom being tucked and sprinkled with crushed glass. The display was confined solely to cutlery, brass and silverware. The Bracebridge display also shows an effective draping scheme in which white cheesecloth is used in such a way that the light in the store is not interfered with. The goods shown comprise a varied line of cutlery and silver, brass and nickelware with the addition of a line of handsome electric lamps. A plate glass shelf is also used very effectively. In both displays price tickets were attached to every article.

Advertising Holiday Goods.

In this connection we would suggest that in every ad. an effort be made to suggest suitable gifts for all ages and both sexes. For instance, under a heading "For the Men," the following lines might be listed and prices quoted thereon: Basket balls, boxing gloves, fishing tackle, fishing baskets, game traps, guns, gun cases, game bags, hockey goods, hunting clothes, match safes, military brushes, pocket knives, punching bags, razors, revolvers, rifles, safety razors, sweaters, shaving outfits, smoking sets, skis, snow shoes, skates, tool cabinets and sets, thermos bottles. Under "For the Boys:" Air guns, automobile carts, bicycles, baseballs and gloves, cameras, express wagons, fishing tackle, fishing baskets, footballs, guns, hockey goods, pocket knives, punching bags, razors, safety razors, silver spoons, scroll saws, shaving outfits, skates, skis, snow shoes, toboggans, tool chests and sets, velocipedes, work benches. "For the Girls:" Automobile carts, chafing dishes, candlesticks, cameras, leather goods, manicure sets, metal goods novelties, snow shoes, skis, skates, sleds, sewing sets, toilet sets, toboggans. "For the Women:" Cut glass, candlesticks, chafing dishes, five o'clock teas, graphophones, leather novelties, manicure sets, skates, toilet sets, and "For the Household:" Art metal goods, aluminum ware, alcohol stoves, bird cages, bread makers, baking dishes, coffee percolators, candelabra, carpet sweepers, carving sets, cake mixers, chafing dishes, enameled ware, five o'clock tea, family scales, fern dishes, flour bins, fire place goods, food choppers, fruit knives, graphophones, glass and ornamental candlesticks, gas hot plates, heating stoves, ice cream freezers, jardinieres (metal and crockery), kitchen ranges, kitchen cabinets, knives and forks, kitchen ware, lamps (electric, gas and oil), meat choppers, nickel plated tea and coffee pots, nut crackers and picks, oil heaters, plated ware, refrigerators, silverware, spoons, steam cookers, table cutlery, thermometers, umbrella stands, urns, washing machines, and vacuum cleaners.

VACUUM CLEANERS AS GIFTS.

Amongst the many practical gifts which hardwaremen feature this season is that of vacuum cleaners. Introduced on the Canadian market only about a year ago, they have won remarkable popularity, and as a labor saver and a health saving, sanitary device, they can hardly be excelled. What better and more practical gift, therefore, could a man give his wife, or a number of sons and daughters give their mother, than a hand or electric power vacuum cleaner?

The featuring of the line during the Christmas season will have a twofold effect. In the first place, several cleaners ought to be sold as a result of a suggestive advertisement or reading notice in the local paper drawing attention to the practical nature of such a gift, rather than buying a lot of useless stuff which will be soon destroyed and forgotten. And in the second place, an invitation to visit the store and have one of the staff demonstrate the cleaner will give the merchant a list of names whom he can follow up with a personal canvass during the dull winter months.

How to Make the Most of the Skate Trade

Striking Window Displays are Required to Draw Trade to the Store—Clerks Should Know Their Stock and be Able to Explain Differences in Skate Grades—Form Skating Clubs to Stimulate Interest in the Sport.

The Canadian climate lends itself so admirably to winter sports that Canadians have perhaps more chance than people of any other country to enjoy healthy and exhilarating outdoor fun. Consequently, the skate trade here has attained to such proportions that it becomes a very important factor in business at the present stage of the year. The hardwareman who aims to improve his trade and build up a wider business will find it well worth his time to consider the question of how to make the most of the skate trade.

At the outset, it should be understood that opposition is becoming keener. Time was when the hardware dealer and the sporting goods man had the field to themselves. That time has passed. The departmental and general stores, the repair man and the boot and shoe merchant are all making a bold bid for a share of the skate trade. "If hardwaremen generally do not wake up," declared a jobber the other day, "they will soon find the other fellows have taken the trade right away from them. I regret to say it, for skates are essentially a hardware line and the dealers should not allow others to take away the trade from them." He cited numerous instances to show the aggressive methods adopted by newcomers in the skate trade, all of which demonstrated the need for increased activity and attention on the part of the hardware merchant.

Get Your Stock Early.

It pays to lay your stock in quite early in the season. That early buying has become the rule is demonstrated by the fact that one Toronto supply house is already cleared right out. Another firm is receiving repeat orders from the west where the long winter season means an earlier market. By having the goods on hand before the selling season begins, the merchant is able to plan his campaign ahead of time, and is not likely to be caught unprepared, if Jack Frost arrives on the scene before his wont. The first touch of real sharp weather turns public attention to skates and the dealer who has his stock ready will get a start on his competitors. If possible, the first skate display should precede the frost, rather than follow it.

Some Effective Windows.

The first point to be considered is, how to draw attention to your stock. A striking window display is certainly one of the most effective measures that could be devised. The importance of this feature is realized by most merchants and considerable ingenuity is often expended in arranging original windows.

For a display of skates exclusively, perhaps the most effective way is to build a pyramid-shaped platform, covering the whole space at the base and tapering up to a point at the back of the window. A covering of fleecy cotton is then applied and the skates arranged on the three sides. The goods show to advantage displayed against the background of white, particularly at night when the lights are on. This style of window necessitates a great deal of care to prevent fire and involves considerable work, as the material should be changed once a week.

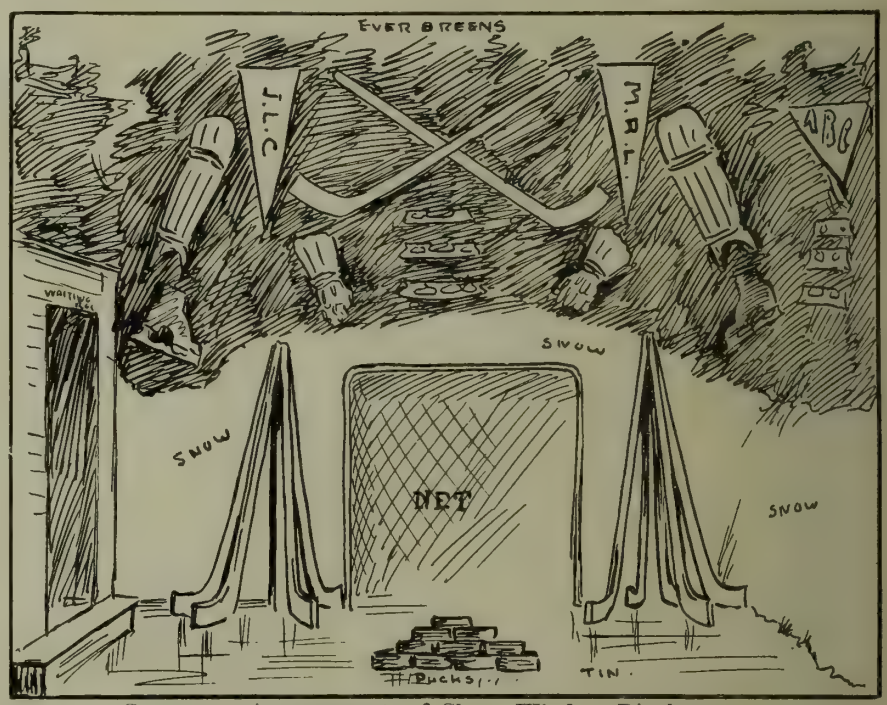
A display of foreign and odd varieties of skates is sure to prove effective. Place on view the kind of skates used by different nationalities, such as the Dutch, which are very long in the blade and have the front curled up after the manner of the skates which a past generation used. A sailing skate which is of exceptional size and provided with a wooden top on which the boot is strapped and a few varieties that have long since been discarded, would make the collection of sufficient interest to attract attention from every passer-by. This idea is recognized as a valuable one and jobbing houses at the present time are in receipt daily of requests from merchants in all parts for fancy skates to be utilized in this way.

Plan a Hockey Window.

More effective than either, however, would be a hockey window. There are infinite possibilities in this connection, although in most cases a great deal of work and some expense, perhaps, would be involved.

One idea worth considering is the arrangement of a miniature outdoor rink. On the flooring place a sheet of bright pipe tin and around the back and side edges place a wide border of fleecy cotton or asbestos cement to represent snow. The "realism" of the scene would be heightened if the tin were streaked with light blue paint, flecked with white, to heighten the resemblance to real ice. At the outer side of the window, bark could be constructed to represent the front of a waiting room, with a door cut in, a narrow platform in front and steps leading down to the ice surface. At the back of the window the material used to represent snow should be piled up quite high and the background filled in with evergreen to add to the "natural" effect and give a touch of color.

On the back edge of the ice surface, miniature hockey posts and nets should be placed. Two piles of hockey sticks could then be stacked in vertical position on each side of the nets, a stock of pucks being arranged immediately in front.



Suggested Arrangement of Skate Window Display.

The evergreen background could be used for a liberal display of all kinds of hockey goods—skates, boots, pads, gloves and sticks. If the town boasts a college, a neat touch of color can be added by displaying the college colors and a variety of banners. The same can be done, however, with the colors of local hockey and skating clubs.

Do Not Neglect to Advertise.

The importance of the skate trade warrants liberal advertisements. Many merchants get out booklets which they scatter broadcast throughout their district. It is surprising how elaborately

some of these skate circulars are gotten up and it is hardly less surprising, according to reports from supply houses, what a volume of trade these dealers handle each year. Some hardware merchants, who have only modest sized stores, make a specialty of skates and dispose of exceptionally large stocks. They manage this by putting much time and devoting great energy to pushing the sales.

How to Sell Skates.

But there is another side to the problem. After trade has been attracted to the store, how can the most be made of it? In too many stores no attention is paid to learning necessary facts about the stock. The merchant should see to it that his clerks understand the different points about skates and are able to advise and explain to customers why one kind of skate is better than another. Salesmen should be in a position to explain the advantages of lightness, strength, the qualities required in a skate for speed, the best way of having skates ground, etc. Too many clerks know only the prices of the different skates and cannot explain why one should be cheaper than another. If a customer asks to see skates, they show them the stock and name prices. The customer may ask wherein the difference lies between a $2 and a $3 pair. The salesman can only explain that it is a better quality skate. It is not a convincing argument and the chances are all in favor of the customer deciding on the cheaper variety. If the clerk were able to explain just why the $3 skate was worth that much he would convince the buyer that it would be worth his while to take that grade. As it is, the store loses a larger sale and the purchaser may become dissatisfied with the pair that he took.

Look After the Youngsters.

It is always wise to make a bid for the trade of the boys and girls. In the first place, they require a new pair of skates every few years until they reach their full growth and, if they are satisfied with their first purchase, the chances are that they will always buy from the same store. The writer recalls a case where a merchant offered a boy's hockey stick with every purchase of a pair of skates costing over a certain amount. The result was a large sale and the same store has done a rushing business every season since.

It is a good plan for merchants to offer prizes for fancy skating. This not only stimulates interest in the sport but necessitates the use of participants of the best skates available.

It is surprising what a live clerk, who takes an interest in sport, can do in the way of bringing trade to the store of his employer. A case is recalled where a young hardware clerk in a small Ontario city was actively interested in all branches of sport. Practically every athletic club organized found him on the list of officers and the natural result was that the sporting goods trade of the town was confined almost exclusively to that of one store. He was literally worth his weight in gold to his employer.

A BRITISH COLUMBIA DISPLAY.

N. G. Spiece, of T. J. Trapp & Company, New Westminster, B.C., arranged the holiday window shown in the accompanying illustration, the window being eight by four feet in size. A background of white flannel was used with an arch of cheese cloth having a border of purple sateen. The side wall and base were treated in the same manner. Stars and rings carrying cutlery duly priced, were suspended from the ceiling by wire along with clusters of razor strops. On the top of the arch were the words "Merry Christmas," while on the pillars shelves were hung to carry teapots, trimmed with table cutlery. A pyramid of shelves in the centre was used for a very attractive display of case cutlery, flat and hollowware, each article shown carrying a price ticket. Trays and smaller articles were displayed at the base of the pyramid.



A British Columbia Holiday Window Trim.



Mechanical Window Display Made by Dakin Bros., Digby, N.S.

A MECHANICAL WINDOW DISPLAY

Fritz Dakin, of Dakin Bros., Digby, N.S., makes it a point to arrange a mechanical display in his holiday window each season and last season his attraction was a series of revolving shelves on which rested small articles suitable for gift purposes. A small motor and belt provided power for the device, the arms and standards of which were of wood and the shafts of quarter inch iron pipe, with bearings of blank nuts. At the end of the arms, from one side to the other rods were placed to keep the arms apart and steady. The shelves were 26 inches long of three-eighths wood and

the hangers of tin, tinsel being used for trimming the shelves. White crepe paper was used for the background, bottom and ceiling of window, while the shields, star and maple leaf were cut out of photo board. On the bottom of the window carving sets in cases, safety razor sets, shears, skates, etc., were arranged.

In a companion window was a display of nickel trays, enamelware, tea sets, kettles, tea and coffee pots, baking dishes, carpet sweepers, lanterns, lamps, and other articles which would interest the womenfolk. On a shield in the centre was the inscription: "Buy useful gifts at Dakin Bros."

Demand for Art Brass Goods and Fancy Lines

Merchants Are Ordering Silverware, Cut Glass, Brass and Other Fancy Lines in much wider Range, and of Better Quality —A Few of the Articles in Demand—Catering to a Higher Class Trade—The Value of a Christmas Setting—The experiences of a Merchant in Pushing Holiday Lines—The necessity of pricing Articles.

"There has been a wide development in the demand from the hardware trade in all lines of silverware, plated ware, cut glass, brass, copper, leather and china fancy goods." This is the general report from the numerous jobbers and agents handling these lines. All inquiries show that the idea upon which we have been hammering so long that merchants should make a special feature of Christmas goods is being taken up with great enthusiasm. Men who adopted the plan in previous years are more enthusiastic than ever this year, while those who are now making the venture for the first time are buying confidently. Undoubtedly the coming holiday season will mark an advance in the Christmas catering on the part of the hardware trade that will have a big effect upon the whole purchasing of the country. The more thoroughly the hardware stores take up holiday lines, the more window displays that are made from the Atlantic to the Pacific, the more quickly will the people realize that the hardware store is the best medium for Christmas presents, and that no industry is in such a favorable position to offer a variety of goods that cannot fail to please the most exacting customer.

Lines Being Ordered.

Inquiries show likewise that lines ordered, and being ordered, by the trade are greatly widening in variety. Now the requirements are not confined to lower grade silverware, a few pieces of cut glass, and a brass inkstand or two. Some magnificent examples of high grade silverware, Sheffield plate, and good quality china have been shown to the writer preparatory to being shipped to hardware stores; while in brass, copper and leather goods where some two years ago the range could be counted on the fingers on the hand it would now require a good many hands to total up the number. Taking but a cursory note of the articles which will be shown by hardwaremen generally, this Christmas, we have Sheffield plate, both in the antique and the modern; and general silverware such as sandwich trays, vegetable dishes, chafing dishes, percolators, serving trays, 5 o'clock tea sets, chocolate and coffee sets and the more common lines that need not be instanced.

Then in the brass ware we have gas logs, fire screens, fenders, fire sets hearth stands, cake stands, brass covered wood boxes, brass coal hods, umbrella stands, kettles on stands with spirit lamps, chafing dishes, hot water plates, serving trays, bird cages and percolators. This shows the class of brass work going out, and added to this there are the small fancy lines, such as inkstands, ash trays, and other little nicknacks, both useful and ornamental, known to all.

To show how trade can be worked up in this line the experience of J. R. Myers, Stratford, might be quoted. Mr. Myers, after ordering a stock of art brass goods such as has been referred to, made it a point to put a fine display of the goods in his window. Then he sent a circular letter to a selected list of young ladies to whom he thought the goods would appeal, pointing out the utility of the articles for entertaining purposes and referring to the fact that brass goods are exceedingly popular amongst the well-to-do people at present. The results from the circular and window display were very pleasing and Mr. Myers has had a large turnover in these goods since taking the line up.

Rapid advances have been made in the ordering of china likewise. At one time cheap lines of vases, decorated cups, figures, etc., were alone ordered, now we get the gilt perforated china. German steins, ware manufactured by leading English and Continental houses, jardiniers, oval and square dishes, sugar basins, cups, saucers and plates.

Not a Cheap Trade Only.

Thus no matter in which direction one looks there is this distinct broadening in the buying, and at the same time the quality is improving. "It is not a cheap trade that the hardwaremen are now catering for" said one shipper recently. "I can tell by the ordering that every year big strides are being made, and that the public are getting accustomed to see in the hardware store, as fine a selection of silverware and fancy articles as they ever saw in the general run of jewelers' windows." And this is the point that merchants must drive home. They must show by their windows and the general comprehensive character of their stocks that they are not only after the small buyer, but the large one as well; that they can show an elaborate tea or coffee service as well as the nickel plated pickle frame. "Something for all pockets" should be the cry, and if the merchant is judicious in his buying he can cater to this general trade without overburdening his resources or carrying a stock that will have to be carried over at a heavy loss. The public are wont to be extravagant at Christmas time, and the customer, who in the ordinary course of events will draw a long face at a good priced carpet sweeper will not hesitate at a high quality piece of silverware, or cut glass if the article is shown to him or her in an attractive setting and pushed with all the selling force that a merchant can command.

The Christmas Setting.

Do merchants quite realize how necessary it is to have that proper setting? Do merchants realize that a customer, warmed up by the Christmas feeling and "good cheer" appearance of the store will feel much more extravagant than if chilled by a place that looks as if Christmas had been forgotten altogether? We are all impressionable. Make us feel good, and we will buy "good." How often has Hardware and Metal harped on the theme that Christmas goods must have a Christmas setting. Some merchants seem to think that any elaborate decoration is out of place in the hardware store. Why so? Is the store any more prosy than the grocer or the drygoodsman? Are the stable lines less suggestive of festivity than any other? Is the general lay out of the store itself more opposed to any scheme of decoration than other stores? As a matter of fact with his unusual amount of silent salesman, glass counters and stocks of lamps, etc., the hardwareman has the other stores beaten at the first going off.

Pricing Goods.

This is good advice to all merchants. Evolve the best setting for your goods so that they have the finest possible chance of commanding attention, and of looking well. Make inspection easy to the customers, and do not forget to price the articles. This is especially important in handsome looking silverware and glass. Some people have a very erroneous idea of the prices of some of these lines. Often they judge of the price from the figures they knew were obtaining years before, and therefore they will not seek information of the clerk because of the belief that the article is beyond their means. But the production of these things have cheapened, and many an article that looks terribly expensive to the uninformed is really quite within their reach. Therefore, it is well to quote the price. Especially too, as it saves the time of the clerk, and facilitates the looking round of the customer.

A BUNCOED TOWN.

Lindsay, Ont., has just had an experience which should put business men in all parts of Canada on their guard.

A short time ago a bright young fellow made his appearance in the town announcing he was representing a Cleveland firm that proposed locating a branch factory in Lindsay, employing 300 hands.

He was a welcome guest and the city council and the board of trade naturally did all they could to assure the location of the proposed factory in Lindsay. A site was selected, and the representative of the alleged Cleveland firm was even able to draw a few hundred dollars from two of the local banks. But this was followed by the withdrawal of Mr. Promoter from Lindsay.

The business and financial men of Lindsay now realize that they have been buncoed and have called in the police.

Canada is just now a particularly good camping ground for the alleged industrial promoter. There is probably no country in the world more so. The ambition of her people to excel as manufacturers is commensurate with the rapidity of her general growth. It is characteristic of every village town and city in the country. The crooked promoter therefore finds his ground already prepared for him when he appears. But the experience of Lindsay will be avoided if his bona fides are ascertained before the community takes him to its heart.

URGE EARLY BUYING.

Recent issues of Hardware and Metal have contained quite a number of articles dealing with various phases of the holiday trade so far as it applies to the hardware store. The methods of displaying and advertising different classes of goods, of decorating the store, etc., have all been gone into, and retailers have been urged to buy early and get their selling staff and stock in shape for an early "holiday opening."

This done, the dealer should also urge his customers to buy early. Items should be inserted in the reading columns of the local papers and reference should be made in the store advertisements to the opportunities which are available to those who have first selection of the stock and do their shopping before the rush.

FORMER CANADIAN HONORED.

Z. E. Martin, president of the Martin-Senour Company, Chicago, and the Martin-Senour Company, Montreal, was honored by election as president of the Paint Manufacturers' Association of the United States at its annual convention at Atlantic City, N.J., on Nov. 2 and 3.

Mr. Martin is a descendant of John Martin, who was sent to America as a surveyor by the English government to Boston in 1665. Late in the eighteenth century some of the family moved to Canada, locating at Knowlton, Que., where Mr. Martin was born and received his education, graduating from the high school in 1882. After graduating he went to Chicago, where he took a position as salesman with the Senour Manufacturing Company the same year in which it started in business.

After some years he became sales manager and subsequently vice-president. In 1893 there was a reorganization of the company, when its name was changed to the Martin-Senour Company, at which time Mr. Martin became president and general manager, which positions he has filled ever since.



Z. E. MARTIN, Chicago.

FOOTWARMERS AS HOLIDAY GIFTS.

Footwarmers are a very practical gift which hardwaremen can recommend to customers who drive autos or carriages during the winter. These heaters are such splendidly useful articles that anyone who does any driving at all in any kind of vehicle, either for business or pleasure, cannot help but appreciate one as a holiday gift. A heater will keep both the feet and the heart warm—the one to the comfort of the user, and the other to the great satisfaction and joy of the donor, for the only things worth giving are those that please the receivers.

A hardware merchant had a friend whom he wanted to remember with a gift last winter, but could think of nothing appropriate until his eye lit upon a pile of carriage heaters. "That's the very thing," he said to himself, "he drives his auto quite often in the cold weather, and it ought to be appreciated by him." So a medium-priced footwarmer, with a dozen bricks of fuel, was sent over to the friend. At first the recipient was doubtful as to its value and asked the hardwareman if they were generally used. About a month later, however, he brought a friend in to buy one, and he was the means of selling at least a dozen before the winter was over.

Push footwarmers during the holiday season. They are practical and useful articles and within the reach of any user of auto or sleigh, so far as price is concerned.

The "Clark" heater, marketed by the Chicago Flexible Shaft Co., 250 Ontario Street, Chicago, has been on the market several years and sell readily wherever their merits are brought to the attention of customers.

The "Ontario Lantern" footwarmer is a new device, which has been put on the market this year by the Ontario Lantern & Lamp Co., Hamilton, Ont., and from the interest manifested in the competition they are conducting amongst the children of customers of their retail dealers, it looks as though the sale of the lantern footwarmer this season will reach big figures. Owing to the difficulty experienced in supplying orders in time to get the leaflets in the hands of customers before the holidays, they have extended the date for closing the competition until Jan. 31, 1911.

THE MODEL TEA KETTLE.

The McClary Manufacturing Company, London, are introducing a new idea in tea kettle construction which ought to meet with universal favor. Instead of the lid of the kettle being set under the handle in the usual manner, a hinged opening is placed on the side. The person filling the kettle can lift it by the handle, and with the fingers hold back the cover, while the other hand is used to operate the water tap. The arrangement is a very common sense one, and the wonder is how the idea has not been thought of before, so simple it is. With the new style kettle all danger of scalding the hands from steam escaping from the kettle is removed, while the



The Model Tea Kettle.

opening on the side is also a more convenient arrangement, and makes it less liable to fill the kettle to overflowing.

Power of suggestion means much and placards about the store suggesting gifts for various members of the family will be appreciated and of material benefit. Don't waste valuable newspaper space trying to figure out something for somebody that somebody doesn't want.

What Can I Give?

HOW often, during the next month, will you have to answer that question? The most satisfactory present for a man is an Ever-Ready Safety Razor.

Your customers know it; it has been advertised extensively for years in all the leading magazines.



Farmers' sons are using Safety Razors, and ONE DOLLAR, the retail price of the Ever-Ready, just suits their pockets and their tastes.

Our display case, which is sent free to any dealer selling Ever-Ready Razors, will sell goods for you while your customers are waiting to be served. It will solve for hundreds the all-important question which men, women and children, the week before Xmas, ask in almost a tone of despair,

"WHAT CAN I GIVE?"



Trade Mark

INTERNATIONAL DI

MONTREAL,

Increase Your Xmas Sales

BY taking advantage of the elaborate plans we have outlined for helping to bring in business to your store.

OUR PLAN INCLUDES:

(1) New display case, illustrated on this page, which will be sent free to any hardware dealer purchasing a dozen Ever-Ready Safety Razors.

(2) Large supply of advertising material for use in window displays, such as dummy packages, outdoor signs, Ever-Ready price tickets, colored sheets for window trim and the old standby in the window placards; the familiar EVER-READY FACE cut out of heavy cardboard and fitted with the easel back. By following our instructions, windows can be trimmed in a few hours.

(3) Large advertisements in the leading magazines which circulate throughout Canada. The more we spend the more you make. We spend no less than $100,000 every 12 months in advertising. This is at least 10 times more than is spent by any other popular-priced razor made.

(4) Electros for use in local paper. These electros can be worked in with other lines dealer may wish to advertise for Xmas trade.



This Display Case FREE to All Ever-Ready Dealers

You Take No Chances

We guarantee absolutely every Ever-Ready Safety Razor. If a customer shows dissatisfaction we will buy back the Ever-Ready outfit at full retail price, and you, Mr. Dealer, need never lose the profit from an unsatisfactory sale.

If There Is Any Risk, We Take It

There is a good profit in these goods for you, but you have got to act at once or your chance is gone for 1910 Christmas trade. Write your jobber or sign attached coupon and we will express goods at once with display case and other "Xmas helps."

TRIBUTING CO.

ANADA

INTERNATIONAL DISTRIBUTING CO.
MONTREAL

Gentlemen—

Please send us / me one dozen Ever-Ready 12-Bladed $1.00 Safety Razors, and include one of the new glass-fronted display cases, containing a complete Ever-Ready outfit free.

Name of Dealer.....

Address.....

HARDWARE AND METAL

Established 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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THE VALUE OF ILLUMINATION.

The merchant who thinks that he is economizing by cutting down his illumination, or by paying little attention to it, is committing a grave error of judgment. In fact he is deliberately courting disaster. What is the use of a well-dressed window, if, when the shades of night are falling, a small light throws dismal looking shadows over the articles, and passers-by refuse to spoil their eyesight by gazing in.

The same with the interior. Who wants to buy in a store that looks as if the merchant was afraid of showing up the interior with a good light because he has stock which will not bear investigation, and that customers may notice that prosperity is not going hand in hand with him.

Light attracts us all. It is an advertisement in itself. People cannot but believe that a merchant who is brilliantly illuminating his store inside and out, is doing a magnificent business, and that consequently he is the man to get their trade. We think little of the man who hides his light under a bushel: we think less of the man who hides his stock under a small light. Place two stores close together, and illuminate one poorly and the other very brilliantly and see which gets the greatest amount of attention and patronage.

Besides, the system of a store is improved by good illumination. The clerks work better and make less mistakes when they can see what they are doing; while a strong light will show off the goods they are handling to the best advantage. There is also no loss of time in going from one end of the store to the other, and everything works under the most harmonious influences. A clerk falls over a box owing to poor light. He loses his temper, and speaks crossly to the next customer. The latter is annoyed and makes up his mind never to enter the store again. This loss would pay a good percentage of the light bill. A customer buys something that does not suit, because he could not see it properly. He likewise declines to patronize the merchant again. Where is the economy now in cutting down the light. Illumination has made great strides during the past few years, and it is easy for the merchant to fix his store up so that his light will be the talk of the district. And owing to the advances in illuminants, he can do it now with a minimum amount of trouble and of expense.

NAILS LIKELY TO ADVANCE.

The stiffening in wire and wire products in the United States has been followed by advances on the Montreal market while a stronger tone has been given to quotations in Toronto, although prices have not yet advanced.

The nail market naturally follows wire in its movements and while orders for delivery in the spring are being booked at old prices there is a lot of quiet talk about an early advance. The shading of prices which some manufacturers had been doing to large buyers has been discontinued and the price to jobbers is now held very firm.

The retail price of $2.35 has been held steadily and the past season has seen less cutting than in former years. Compared with the low price of around $2, obtainable a couple of years ago, the present quotation has also been very satisfactory to manufacturers, although both material and labor costs have increased.

An advance to $2.40 would not disturb the market much, but one maker is talking about $2.50 as the base price. Whether this level will be reached will be determined by the condition of the wire market. If rods cost the manufacturers more the increase must be added to the finished products.

The present appears to be a favorable time to book wire nails.

HAVE ADEQUATE HELP.

The need of adequate help is recognized by all merchants. Nothing is so detrimental to business as lack of clerks at rush times. If customers find it hard to get attention in certain stores, they are very likely to go elsewhere. Not only will they transfer their own custom but in all probability will mention to others that Brown's store is getting behind the times and that one cannot hope to be waited upon promptly there. That sort of thing does not take long to spread and it tells heavily against a firm's reputation.

At all times of the year it is essential that merchants guard against this by having adequate help. If it is found the Saturday trade is getting too heavy for the permanent staff to handle satisfactorily, help should be secured for those days. If the business of a store is too large for the staff to look after, it certainly warrants the hiring of additional clerks. During the Christmas season the need is accentuated strongly. The volume of business then is so great that a larger staff will be required for several weeks, if the merchant desires to cope with the trade. It would be wise to make such arrangements early in the season and see that the "subs" are given a certain amount of preliminary training. The utterly uninformed clerk is the prime nuisance of the Christmas trade and the wise dealer will endeavor by every means in his power to create a certain degree of efficiency in his extra salesmen prior to the commencement of the real rush.

WINDOW AND AD. COMPETITIONS.

Attention is drawn to the prizes offered by Hardware and Metal for photos of window displays and clippings of advertisements, announcement of which has been made in recent issues of this paper.

Three window competitions have been outlined, one for holiday displays (closing Jan. 1) and the other two for sporting goods and fall hardware (closing Dec. 1). In addition a holiday ad. competition closes on Jan. 1.

Each competition is divided into two sections, two prizes of $5 being offered in each competition, one open to hardware merchants or clerks in towns and cities over 5,000 and the other to contestants in places under 5,000 population.

In this issue the prize winning photos in Hardware and Metal's 1909 holiday competition are reproduced and we urge that window trimmers generally, adopt the practice of having their windows photographed when special displays are put in.

Already a number of entries have been received in the competitions which close on Dec. 1, but hardly enough to make the competitions interesting. The contests close next week, so have the windows photographed and send in the pictures at once.

CO-OPERATIVE BILL AGAIN.

Mr. Monk, M.P., who has already fathered two co-operative bills in Parliament, is persistent if nothing else. On Thursday of this week he introduced another bill along similar lines to his previous attempts. Merchants throughout Canada will again have to get busy to accomplish its defeat.

HARDWARE TRADE GOSSIP

Quebec.

The Granby Paint, Varnish and Cement Co. have registered.

Ranger & Lalonde, hardware dealers, Montreal, have registered.

W. A. F. Neuman, representing the Duryea Manufacturing Company, New York, makers of the Wooster Belting, a line which is now being introduced on the Canadian market, has been on a visit to Montreal. William G. Ashdown, Montreal, is the sole Canadian agent.

Owing to a misunderstanding, it was stated in a recent interview with Walter Sadler, of Sadler & Haworth, Montreal, on the question of belting prices in the West, that the firm were represented by an agent in the West. Sadler & Haworth, however, have a branch office and not an agent in this territory, it being located on Christmas Street, Winnipeg.

A meeting of Lewis Bros., Montreal, hockey club has been held, and was well attended, plenty of interest and enthusiasm being shown. The following officers were elected: Hon. Presidents, F. Orr Lewis and J. G. Lewis; vice-presidents, W. Lewis and Howard Lewis; President, C. M. Strange, Manager, R. Dawson; Sec-Treasurer, E. Booth. The captain is to be elected at a meeting of the team.

To celebrate the fact that the Canadian business of the Sherwin Williams Co. came out so prominently in the top notcher competitions of the company, C. C. Ballantyne, managing director was presented with a handsome trophy "The Runners," for winning the top notch district managers' honors; W. S. Fallis, Winnipeg sales manager, a trophy for winning the sales managers' top notch prize, and the Toronto representatives the trophy for the highest percentage of sales. Mr. Ballantyne gave a staff theatre party with supper at the Windsor Hotel this week. That the members enjoyed the hospitality of Mr. Ballantyne, and resolved to repeat the successes next year, goes without saying.

Ontario.

F. L. Webster, representing the Delta File Works, Philadelphia, has been calling on the trade in Toronto this week.

The hardware stock of C. H. Mainguy, Maxville, together with his other stock, is offered for sale by tender on Tuesday, Nov. 29.

The marriage of Miss Sadie Seldom to Aldred Wray Pratten, of the McMurtry Hardware Co., St. Thomas, took place in Waterford. Mr. and Mrs. Pratten left for a trip east before taking up their residence in St. Thomas.

A new company to manufacture carpet sweepers, vacuum cleaners and other household lines, is negotiating for a start in Guelph. The premises formerly occupied by the Crowe Iron Works will be secured, if some capital is subscribed locally.

Z. E. Martin, president of the Martin-Senour Company, paint manufacturers, Chicago and Montreal, and W. H. Gerke, general manager of the Canadian company, spent a few hours in Toronto on Wednesday.

Men are at work tearing out the front of the building of the Bond Hardware Co., Guelph. An entirely new front with one entrance will take its place.

J. A. Acton, Ottawa, has disposed of the Eganville branch of his hardware business to W. W. Watson, who has managed the branch for some time.

Western Canada.

G. Countryman has started a tinsmithing business in Edmonton.

The Lindsay Hardware Co. have started business at Vulcan, Alta.

The Northern Hardware Co. are opening a branch store in Edmonton.

Andrew Urquhart has started a hardware business at Fort Qu'Appelle, Sask.

Percy P. Chatham, dealer in hardware and implements, Holkirk, Alta., has sold his business.

Porteous & Stephens, hardware dealers, Carlyle, Sask., have been succeeded by Porteous Bros.

Pritchard & McCreary, hardware merchants, Neelin, Man., have been succeeded by W. O. Beatty.

A. S. Smith, hardware, Moosomin, Sask., has been succeeded by A. S. Smith Hardware Co.

The Griffin Hardware and Lumber Co., Griffin, Sask., have sold their lumber branch to the Canadian Investment Co.

The Saskatoon Hardware Co. will be represented in the mercantile hockey league, Saskatoon, this winter. Seven teams have entered so far.

The St. Boniface council has closed an agreement with the Taggart Iron Works, Winnipeg, whereby the latter will in the near future, erect a large building for a branch industry there.

R. Barker, who has had fourteen years' experience in general hardware and paints in England, has been engaged as manager of the Robinson & Co. hardware department, Winnipeg.

With the arrival of President J. L. Pollock and Engineer Zeigohm, of the Alberta Rolling Mills Co., the preliminary business of installing the new plant at Medicine Hat is going ahead and the rolling mills are promised by January 15. The building will be 100 by 224 feet and one storey high. Day and night shifts will be employed, about 100 hands in all being required. The output of bars, rods and flats for the first year is estimated at 3,000 tons.

United States.

The late Philip Corbin, president of the American Hardware Corporation, left an estate estimated at about $2,000,000.

The Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., announce the opening of a New York office at 299 Broadway, under the management of Albert Foster, Jr., with a full line of samples of Colt arms. Mr. Foster is well known in the firearms field, having been previously connected with the Winchester Repeating Arms Co.

ESTABLISHES A CANADIAN BRANCH.

One of Sheffield's well known cutlery manufacturers, Thos. Ellin & Co., Ltd., established over a century ago, who have been doing an extensive business in Canada for the past fifty years, have made arrangements to better handle the increasing demand for their goods in Canada. In addition to traveling through the whole country with a full range of samples to take orders for shipment direct from Sheffield, they have opened an office and warehouse at 122 Wellington St. West, Toronto, in conjunction with the Starr Manufacturing Co., skate manufacturers, Dartmouth, Nova Scotia. Thomas Ellin & Co. intend carrying a stock of cutlery at that address to give their customers immediate delivery of leading lines which they may have run out of, without having to wait for the goods to be made and shipped from the old country.

Amongst other new lines Thos. Ellin & Co. are supplying is a new patent two blade Coronation Puzzle knife, which should have a large sale. The handle is made of light weight aluminum, embossed with a special design from their own dies. The knife is made up in three distinct forms, with two blades, one being a combination of puzzle and fly open blades which are locked when closed. A second can be used as a puzzle knife or ordinary knife at the will of the owner, while a third one being an ordinary two blade knife with the new Coronation scales.

BANNER STOVES AND FURNACES.

The Down Draft Furnace Co., Galt, have issued a 48-page catalogue describing their Banner Stoves & Furnaces, already favorably known to the trade throughout Canada. The line includes the "Art Banner," an entirely new cast iron range, together with about a dozen other styles of cast and steel ranges in various sizes as well as wood cook stoves, oaks and heaters. The Down Draft Banner and Active furnaces are also featured, together with the Down Draft wood furnace, which contains the same draft flue as the Down Draft coal furnace and is claimed to be able to hold fire longer than any other wood furnace.

RETAIL MERCHANTS BANQUET.

Guelph, Nov. 23.—The fifth annual banquet of the Guelph Retail Merchants' Association was held on Thursday evening last. President Henry Occomore, stove dealer, occupied the head chair, with B. W. Zieman, Preston, president of the Dominion Association, outlined the more important features of the new retail merchants' charter. The black list had been a rather dangerous thing to handle by the association before this legislation had been passed. Now, however, it was legal to collect, print and distribute among their members black list information. They were now working for improvements in existing conditions respecting the division court. They wanted the act amended so that a merchant in bringing a "dead beat" customer before the court would not have to spend more in court costs than the account was worth.

The distribution of gift cards with packages would not go amiss and the expense would be very slight.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Gum Shellac.—Advanced 4c.
Clothes Wringers.—Decline of 5 to 10 per cent.
Lead.—Advanced 10c.

MONTREAL.

Nov. 25.—There has been no change in local quotations during the week. Fluctuations in the primary markets have not been wide enough to affect prices, and on the whole the situation has been unaltered. Trade, although lacking the bustle noticeable the previous weeks when buyers were purchasing freely for water freightage, has been very good, and merchants are satisfied with the business done, and the way inquiries as to new contracts are coming in. It is evident that owing to the light stocks carried there will be a steady demand all the way through the winter.

The high price of tin, and the knowledge that figures may come down with a run at any moment, tend to keep back buying, but as the metal is generally wanted, good trade has been done. The copper market is being watched closely, and some good business is on the point of being placed. Increased activity is noticed in spelter, and some of the larger users are back on the buying market again. Imported iron is now quiet for the time being. Some fair orders for domestic iron have been placed.

The primary markets show very little change from last week. The bull party in London continues to upset all predictions, and despite contentions that they cannot continue, owing to light American buying, are still keeping things fairly high. Every break in the market is met by renewed buying. Barring users who have to meet requirements, there is very little legitimate buying going on. Copper is maintaining its position, although London is a little weaker. Sellers of second hand lots in New York are asking a shade higher prices. Exporting figures are reported to be very favorable. Spelter is maintaining strength under the firm control of the syndicate. There is good consumptive buying. Lead is about the same, although the tendency is to decline. In iron and steel new business has not shown any improvement in the States, and while it is expected that there will be no great improvement until the next year, it is not thought that prices will sag at all. They are considered to be pretty well shaken down by now.

Pig Iron—Business is now much quieter than it was. Some small orders have been placed, but the larger users are ant of the market for some time. Domestic furnaces report fair business, and a good tone all the way round. Authorities in the States have given up all hopes of any decided improvement in the iron and steel situation until February. New business is not rushing in, and it is evident that from now on production will decrease but prices will remain unchanged. Pig iron is on a low basis, while the finished steel men are keeping well together. John Gates states that "the steel industry will harden from now. The companies are making money on the basis of present operations. Next year should be one of the best the country has ever experienced." We trust that Mr. Gates will prove no false prophet.

Tin—Tin is unchanged this week, and fair trade has been done round 42c in jobbing lots. There is still a scarcity of Straits tin, and the market, reflecting London conditions, is very firm. Inquiries have fallen off, but it is evident that larger users are waiting patiently the day when the syndicate will loosen up in London. The 2c advance did not suit them at all last week. There is little change in the London market. New York is protesting at being dragged by the ears by London, but cannot do anything except grin and bear it like the rest of the world. Everybody is nervous and apprehensive at the extreme bulling going on, but the syndicate seem to be playing a game that suits them. At any rate the legitimate consumption is dull, although speculative buying is heavy.

Copper.—Copper is unchanged at 14c for jobbing lots, with an inside price for good round lots. Trade has been fairly good, and jobbers seem satisfied. New York is fairly confident, and prices are being well maintained. Consumption is quiet, which is only to be expected, in view of the recent stimulation in buying. Fresh rumors as to the copper consolidation are floating round, and it is stated that the large interests will merge as the Steel Corporation did. It is not planned that the merger should have complete control. A large number of the smaller companies will be left independent, but by the consolidation of the larger interests economies will be made and production controlled. Leaving in the smaller concerns is supposed to protect the consumer, and leave the market competitive. This is all right in theory, but will it work out so in practice?

Spelter—The market is unchanged, although very firm in tone. Good orders have gone through, and future business looks promising. The continuance of the figures in London gives a corresponding firmness here, and the sagging at St. Louis is not having any effect.

Lead.—There is no change this week either in domestic or imported. Trade is fair with inquiries improving. The English market seems to be losing ground again, under an increase in importations.

Scrap.—In the better metals such as copper, lead and zinc there is not much activity. Little scrap is offering, and little asked for. In cast and wrought iron there is more business being done, but even here the supply is on the short side. Prices are firm, and we quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Nov. 25.—The metal market continues strong. Tin is a little higher and there appears to be no hope of a break for some time. The London operations keep the price up, despite the fact that consumption in America is low. The closing of 40 tinplate mills in the United States, at first believed to be a temporary move, has since come to be regarded in a different light and is thought to reflect the state of the American tin market. The continued fluctuations on the primaries have not directly affected the local quotations but there is a tendency here toward firmer prices.

Lead has advanced 10c for small bulk. Copper shows a good demand with price firm and the same can be said for spelter.

On the whole, the tone of the local market is excellent for this time of year. The volume of demand is satisfactory, although in some lines small orders are the rule.

Pig Iron.—The price for pig iron remains firm in all lines. The close of navigation has brought about a certain stimulation of immediate demand but this will not continue. There have been fluctuations in the primary markets in imported iron but no price changes are anticipated until the usual early winter increase of 75c per ton goes into effect. Quotations are :—Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19 ; Middlesboro, No. 3, $20 ; Summerlee, No. 2, $22.50 ; Cleveland, No. 1, $20.50 ; Clarence, No. 3, $20.75 ; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—The primary markets have not regained stability and continue to fluctuate wildly. Locally a feeling of uncertainty obtains, although an effort is made to keep the price steady. If anything it has firmed up some and while 40c and 41c were the quotations last week for small lots, there is a more marked tendency now to stick out for the higher price. Concessions are made for ton lots and over. There is a fair demand locally but mostly in small lots. Dealers are still prepared, it seems, to get along as best they can on small supplies in the hope that an era of lower prices will soon be reached.

Plates and Sheets.—The demand is not as strong but is still sufficiently active to keep the market up. The advance of 2s. on tinned iron sheets in London has not yet affected local prices. The free placing of orders for 1911 at the present time points to a general anticipation of a heavy demand next year. It is not expected that there will be any diminution of prices, in fact the prospects for 1911 are rather for stiffer quotations.

Copper.—The copper market is sound, with general confidence prevailing. Producers are making no effort to force

buying but the demand is still well up to the production. Rumors of advances on the New York market are not confirmed but there is a very large demand from abroad for scrap copper, at an advance of ¼ to ⅜ cents. The urgent buying of scrap from Europe is quoted as an evidence of the soundness of the copper situation. There is a good demand locally with the price remaining firm at 13½c.

Lead.—There has been an upward tendency in lead. Quotations are now given of $3.85 for domestic and $3.90 for imported when sold in small bulk, although as good as $3.75 and $3.80 respectively is quoted for ton lots and over. This is an advance of 10 cents on the generally prevailing price last week. There is a strong demand and enquiries are freely received.

Spelter.—The spelter market remains strong locally, accurately reflecting conditions in other countries. Sales are being made for prompt and near future delivery. The price here still stands at $6.15 to $6.25.

HARDWARE MARKETS

MONTREAL.

Nov. 23.—There is a fair movement to trade, although the bustle observable a few weks back has somewhat subsided. Christmas lines are very prominent in a sorting up way, while rush orders are coming in from dealers who have left off ordering until the last minute or so. The absence of any snow has tended to slacken the demand for snow shovels, but there has been a stimulation in heating lines.

The markets are very steady, little change in price being noticed. Following the higher tone in the States, barb wire, plain twist, galvanized and coiled fencing have been advanced. There is a good feeling all the way round, and travelers speak well of the preparations being made by merchants to meet the holiday demand. Booking ahead is slow, but there is a movement in screen hinges, poultry netting and green wire cloth.

Christmas Lines—There is a very good sorting movement on, while rush orders are coming in from belated dealers. Delivery is being made promptly, and very few orders are sent away incomplete. Carvers in cases, cutlery cases, fish knives and forks are prominent. The demand for silverware is well assorted, while shaving sets, razors, manicure sets, bathroom fittings, pocket knives and scissors form but a small portion of the lines moving. Brass and leather goods seem to be slackening off somewhat.

Winter Goods.—A fall of snow would improve the sorting up call for snow shovels and sleigh bells. Horse blankets and stable fittings are moving steadily, if not now prominently. Household utility articles which are suitable for presents are in good demand. This is especially noticeable in sad irons, meat choppers, cake and bread mixers. Tinware is also a good seller.

Sporting Goods.—Skates, skate straps, hockey sticks, are prominent. Snow would improve the sale of toboggans, snowshoes and sleds. There is still a fair call for ammunition. Gymnastic lines are improving, while air guns and revolvers for indoor shooting are prominent.

Stoves and Ranges — The colder weather has improved the demand for stoves and ranges. Dealers' stocks are reported to be on the light side, so any increased call due to a fall in the temperature will soon be felt by the jobbers. Coal hods, pokers, ash sifters, are in fair call. There is an improvement in oil heaters and cookers and spirit stoves.

Builders' Hardware.—There is still a good movement locally, although the country demand has fallen off. The market is unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts — The demand is steady, with dealers' stocks reported to be on the light side. The market is firm, and we quote: Discount on carriage bolts, ⅜ and smaller, 70 machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Lumbermen's Supplies.—The lines are showing stimulation, and prospects look good. Axes, axe handles, boot calks, cross-cut saws and snowshoes are in much more active call.

Wire.—Following the recent advance in the States barb wire, plain twist galvanized, and coiled fencing are advanced. We now quote: Barbed wire, $2.25, plain twist, $2.55, galvanized wire, $2.20, base coiled fencing (9) $2.25, (12) $2.40, staples, bright, $2.60, galvanized, $2.85.

TORONTO.

Toronto, Nov. 25.—The hardware market is characterized by seasonable activity, but colder weather is needed to help along certain lines. Sleighing would materially assist the sale of seasonable goods and Christmas lines, although no complaint is heard as to the volume of trade in either direction. On the whole, conditions are reported as quite satisfactory with every prospect of rapid improvement.

No changes are recorded this week with the exception of a general decline in the price of clothes wringers, due to the shrinkage in rubber quotations. The rubber "boom" in England has affected the market appreciably and made it possible for manufacturers to make a reduction on their wringer output.

Seasonable Goods. — The demand is good but jobbers are anxious for snow. The just good spell of sleighing would quicken trade in such lines as sleigh bells, sleigh heaters, snow shovels, blankets, weather strip, etc. No complaint is made, however, on the score of present business in these lines.

Household Goods.—Dealers are calling for household goods and there is much activity in pots, pans and kitchen utensils of all descriptions. The opportunity for a brisk trade in these lines, not only during the Christmas season but immediately preceding it, seems to be recognized now and dealers are stocking up early.

Builders' Hardware.—As long as the weather remains open, the call for builders' hardware will continue. Trading is still fairly brisk but most of the orders are for odds and ends, indicating that the end of the rush season is not far off. The bulk of the trade is in the larger cities but a surprising proportion of the demand comes from the provincial sections. Glass is still largely used.

Heating and Lighting Goods.—The stove trade is now handled by the manufacturers without any difficulty but the demand is still brisk. Had the cold weather of a fortnight back continued, the result would have been a couple of weeks of unusual rush and then a sudden slackening.

Clothes Wringers.—As a result of the slump in the price of rubber, clothes wringers are selling at reduced prices, the decrease ranging from 5 to 10 per cent. Prices now quoted are: Royal Canadian, 11 inch, doz., $47.75; Eze. 10 inch, $46.75; Bicycle, 11 inch, $60.50; Trojan, 12 inch, $100; Challenge, 3 year, 11 inch, $53.25; Ottawa, 3 year, 11 inch, $58.25; Favorite, 5 year, 11 inch, $61.75.

Sporting Goods.—The trade in sporting goods is confined almost exclusively to skates, hockey sticks and other typical winter lines. Although the demand for these is brisk, the jobbers report that snow is needed to bring on the orders. Other sporting lines are moving but nominally at present.

Heavy Hardware.—Bolts, nuts and rivets are selling still but the demand is not particularly brisk There are no changes in price. The discount on carriage bolts are quoted: ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—"We are particularly busy in holiday lines," said a local jobber, "but more Christmas-like weather would stimulate trade." The demand for cutlery is particularly brisk and there is a noticeable tendency to carry the better grades. Other lines called for are cut glass, brass goods, household specialties such as chafing dishes, water coolers, table kettles and stands, coffee extractors, crumb trays, candlesticks and water filters. There is an improved demand for metal toys. Shaving goods are selling well.

Wire.—The promised increase in galvanized wire, as the result of the advance of $1 a ton in the United States, has not yet come into effect.

News and Methods of Canadian Hardwaremen

Reduction in Price of Gas Taken Advantage of by St. John Merchant—What Newspaper Advertising Has Done for Hamilton Store—Lamps as a Holiday Line—Art Brass Goods Featured in Winnipeg Store.

GAS GOODS PROFITABLE.

St. John, Nov. 23.—One of the local hardware establishments has found a profitable side line in mantles, shades, and other fittings for gas jets. Last week the local gas company announced that they were reducing the price of gas for heating, cooking and manufacturing purposes, commencing December 1, and as a result it is expected there will be a greater demand for gas stoves and ranges and various appliances for manufacturing purposes with which gas is used. One dealer immediately after the announcement made a display in his window of goods of this kind.

STORE HAD BIG DAY.

Hamilton, Nov. 22.—Stanley Mills & Co., who conduct a straight hardware store in connection with their departmental business, have been doing some enterprising advertising in which their kitchenware department has been the leader. They offer to pay the railway fare of any customer from out of town traveling 40 miles or less and buying goods totaling to $10 or over. Railway tickets must be presented in order to get the refund.

> In introducing their kitchen department they say: "A trip through it will reward any housekeeper, in the actual saving of time and the lessening of work which the scores of new novelties and clever devices of all sorts make possible."

On Saturday a total of 19,895 people visited the Stanley Mills store, markers being kept at the various doors to count the people. This large attendance is attributed to newspaper advertising, backed up by an efficient store service.

LAMPS AS HOLIDAY LINE.

Elora, Nov. 25.—The mild weather had a detrimental effect on the hardware trade in Elora during October, business falling off in a marked degree. The cold snap around the first of November brought a reversal of the state of affairs, however, and trade was brisk in the extreme. A. Hobbs states that he estimates the trade during the first two weeks of November to have been at least 50 per cent. better than for the corresponding period last year. On the whole, therefore, the past season has been satisfactory and fall stocks have been turned over as well as could have been expected. The trade has been good in all lines equally. The building season has been about the average and there has been a fairly steady demand for builders' hardware.

A. Hobbs has at present a fine window display of lamps. The demand for lamps has been good to date, but he intends to feature them as a Christmas line and expects to largely increase the output.

BRASS GOODS POPULAR.

Winnipeg, Nov. 21.—A leading attraction in the hardware department of the T. Eaton Co. store is a display of hammered brass goods made up into jardinieres, umbrella stands, table trays, ash trays, candlesticks, etc. Hammered brass has recently come into vogue and is very popular with the public. It is to be regretted that more hardwaremen do not handle the goods and get a share in the profits that are attached. The goods sell themselves if given display, and can be seen at the best advantage when set out on tables in the store, and in the store referred to fern plants are set in the jardinieres to show the use and beauty of the article.

Lay Bros., Birmingham, Sask., hardware and implements, have assigned. A meeting of creditors is being held on Nov. 27.

R. S. Campbell, hardware dealer, Norwood Grove, Man., is removing to Transcona.



A page ad. which won first prize in last year's contest open to merchants in small towns.

We Ship Quickly

Stephens

Paints

ARE ALWAYS SENT OUT ON TIME.

We never delay orders.

When you get a rush order for paint, send it to us by mail or wire.

The next train will take the paint to you.

We make none but the best. The kind you want yourself and can conscientiously recommend to your customers.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY



No. 436
LAMP STAND

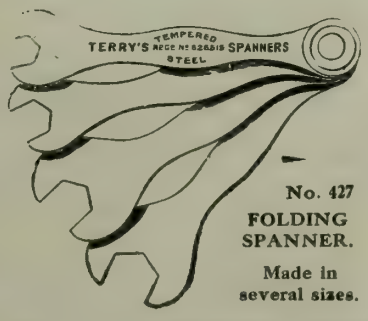
TERRY'S SPECIALITIES

are too numerous to display.

These cuts show two of our lines for Hardware Dealers.

Our 1910-11 Catalogue will be issued shortly. Let us put your name on mailing list?

Herbert Terry & Sons,
Novelty Works,
Redditch, England



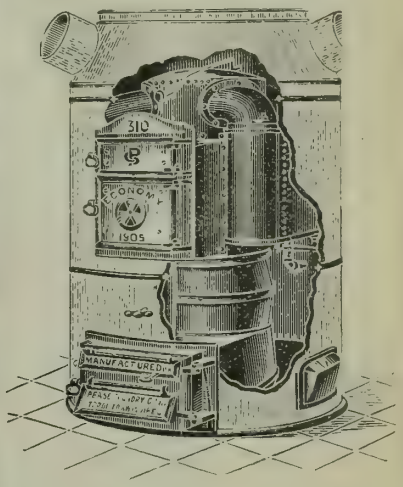
No. 427
FOLDING SPANNER.
Made in several sizes.

Send for Samples and Trade Terms.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Mention this paper when writing Advertisers.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Nov. 24.—At the time of writing, western wholesalers and jobbers are not being rushed with orders. It is admitted, however, that a fair trade is going on in a wide range of specialties and sorting orders, but since the regular builders' hardware trade has discontinued, and agricultural activity has abated, the hardware trade in the West has greatly subsided.

Travelers are all out after Spring business, and although few extensive orders have yet been sent in, there is anticipation on every hand. At the present time the ordering for cutlery, household goods, silverware, chinaware and sporting goods is very heavy. There is no one disappointed in the ordering of holiday goods, as it began early, and will no doubt continue until the holiday date. Skates and hockey sticks are going out in enormous quantities, and with the development of the hockey game everywhere in the West, this particular line will be called for during the whole season.

Owing to the strengthening of the Canadian plate market, stove pipes have been advanced, and tinware is reported very strong. It is believed that tinware will have to be advanced very soon, as reports have come to local wholesalers that the market is going up.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $4.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

What is true of the general hardware market is true also of paints and oils. The trade is quiet at the present time, and jobbers are having a breathing spell in anticipation of heavy Spring ordering. As a result the present quotations cannot be said to be held firm as far as local trade is concerned, and the condition of the market the world over maintains the quotations here. There has been an enormous rush in all lines during the past season, and jobbers are well satisfied with the trade. Travelers are all out at the present time, and orders are limited for immediate shipment, while some splendid orders have been already received for shipment early in the year.

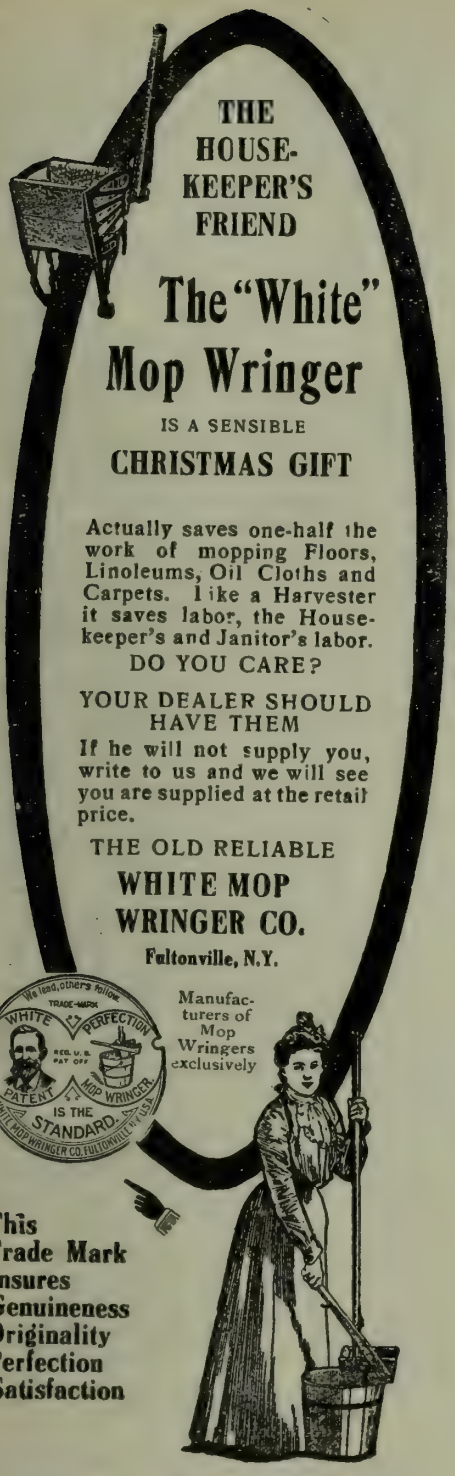
Linseed Oil—Reports are prevalent that linseed is very strong, and there is no abatement in the oil market. It is believed that a very large quantity of Canadian seed will be sent to the United States, as the crop there was very small. This is an indication that during the next year present quotations will be maintained, and perhaps advances made.

Turpentine—The trade is practically over this season for turpentine ordering, and there is very little stock on hand locally. There are two reasons why the stock is limited, namely, that the goods have all been sent out to every centre of the West, and also that the stock was not large in the first place, as the crop was short this year. The market stands very firm at $1.10 to-day.

Varnish—There is a good demand for varnish as an interior finishing product, and this demand is expected to continue durin the winter.

Putty and Glass—There are lots of putty and glass moving at the present time, which goes to show that building everywhere in the West was very extensive, and carried on until very late in the season. There is no change in the price of putty, barrels are moving at $2.90, cases at $3.15, kegs at $3.40.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 16c; Sunlight, 18½c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.





TALKS ON PAINT SELLING

No. 2

Many paint dealers are not making the most of the tremendous opportunities presented by the combination of a well-known and complete line handled on the Agency System.

In ordinary retailing distribution is general and scattered. In the Agency System it is concentrated and the manufacturers and the dealers have a scope for close and united effort not otherwise possible. This is the great difference that so many dealers have overlooked. Those who have seen their advantage have secured a profitable share of the paint and varnish business in their territories.

The Sherwin-Williams Co. has developed the Agency System to its greatest possibilities by a two-fold plan: First, it has pursued a method of publicity that has made its name and products as familiar to the consumer as Pear's Soap or Beecham's Pills; secondly, its dealer policy is strict co-operation and a constant attitude of helpfulness with every individual agent to assist him to develop his territory along the right lines.

We have made the subject of store advertising a special study, because we realize that the closer the store is identified with our general publicity, the greater is the effect in compelling public attention and confidence. The success of the S-W policy is forcefully demonstrated by the increasing number of S-W Agencies everywhere.

Let us explain our plan in detail and you will see the real possibilities of a successful Sherwin-Williams Agency.

THE SHERWIN-WILLIAMS CO. 986

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO.

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



"LION BRAND" VARNISH

UNIVERSAL For interior and exterior use. An exceptionally nice working varnish with the wearing qualities.

No. 99 Hard Oil Finish A pale hard oil varnish for interior finish. Dries free from tack in a few hours. Gives a good gloss. The best of its kind.

FLOOR VARNISH A wearproof, waterproof, tough elastic varnish. Will not mar or show heel marks.

ALL ORDERS FILLED PROMPTLY

The Winnipeg Paint and Glass Company, Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Stoves Make a Good Holiday Feature

Methods That Dealers Might Adopt in Pushing Sale of Heating Goods During Christmas Season — Have a Household Goods Department—Kitchenware is Largely in Demand and Should be Featured Early in Month.

There is an ever increasing tendency to give Christmas gifts that will be useful. A gift designed to be helpful to the recipient is more appreciated than any other kind. What is more useful than a stove? A housewife, who has, perhaps, been getting along for some time with a range that has been working badly, would be more than delighted to receive a new one as a Christmas present. If a stove is not needed, there are a great number of useful household and kitchen articles to be obtained in a hardware store—kettles, trays, pots, pans and carpet sweepers. Merchants would do well to handle these lines extensively and keep them before the public.

To feature stoves as a Christmas line requires time. People do not buy stoves until after careful consideration and it is therefore necessary to start the campaign in this branch before the regular season opens. The best possible method of paving the way to a good Christmas stove trade is to send out circulars, pointing out the useful nature of such a gift and the special values that it is possible to offer at the season of the year. The arguments can be rendered extremely plausible as the writer has splendid "talking chances." He is appealing to the common sense of the recipient and pointing out where it is possible to "kill two birds with one stone"—give a useful Christmas gift and provide the home with a comfort bringing stove. It has been found a wise plan to keep a supply of these leaflets in the store and to hand one to every person who enters, starting on such distribution quite early in the season.

Good Opportunity for Sales.

It is often said that the stove trade practically ends with the setting in of winter weather, as people who need stoves are sure to have bought them by that time. There is this counteracting feature, however. Lots of families do not invest in new heaters or ranges in the fall in the belief that the old one will last another winter. After cold weather sets in, they begin to find that the stove, after all, is not likely to give satisfaction. Every day brings accumulating evidence that a new one is needed. After a few weeks of this experience, they will be in a receptive mood for suggestions. Right at the "psychological moment," therefore, the hardware merchant would come along with his Christmas stove offers and the chances would be all in favor of the family embracing the opportunity to put in a new one.

It would be a great benefit to the merchant if he could turn over his stock in this way. Not only would there be the profits to be reckoned but he would be saved the inconvenience, financial and otherwise, of carrying the stock over until the following year.

Display the Stove Stock.

Of course a stove is an expensive article for any household to purchase at Christmas time, when there are so many demands on the family purse and hard work will be required to effect sales. Not only should an early educative campaign be conducted, but liberal provision would have to be made for display room in the store.

If a merchant has given up considerable store space to special holiday lines, he will probably find it hard to locate a place to suitably display the stove stock. Nothing is impossible, however, if a little ingenuity be displayed. In one instance, a Western Ontario hardware man determined that he would push his stove sales, but found that, economize on space as much as he liked, no room could he find in his store for an adequate display. Nothing daunted, he cast around and finally decided to utilize a room at the rear which was used as a tinsmithing shop. This he cleared out and arranged for a showroom of stoves, kitchen utensils and general household articles. No pains were spared in making the new department neat and attractive. Entrance to the store was obtained by means of a wide door and this was very elaborately decorated with evergreen and Christmas favors. Over the door was a large sign: "See our stock in the next department." In order to make sure that all who entered the store paid a visit there, placards of large size were placed in conspicuous positions. Some read as follows: "Keep right on. There is something worth seeing in the department at the rear of the store."; "For Useful Presents inspect the stock in our household department at the rear." Practically all his customers followed the placard precept and had a look at the stove department. That season he disposed of a number of stoves and had a very brisk sale of kitchen utensils.

Making Advertising Count.

A share of the newspaper advertising space taken should be given up to this branch of the trade. It can be used very effectively. In the last issue of Hardware and Metal a number of Christmas hardware advertisements were reproduced and in two of them stoves were very prominently featured. This example is well worth following.

An effective method would be to use an illustration of a range with reading matter, headed, "Cook your Christmas dinner with a new ——— range. Why should any woman spend the best part of the holiday in a hot kitchen, trying to cook dinner with a defective stove? A ——— range does the work for her. It would be a Christmas gift that mother would appreciate."

An offer of a special rate, coupled, perhaps, with a premium in the shape of some new pots, pans and kitchen utensils, would make the proposition a tempting one. The offer might even be extended of a turkey with every range purchased during the Christmas season.

Push Sale of Useful Articles.

Even more can be made of kitchen utensils. They constitute an inexpensive but very useful line for holiday giving. If proper attention is paid to this line, a brisk business will be done. The kitchenware trade should be started, however, a little earlier than the regular Christmas lines. Around the first of the month "a housewife's fancy lightly turns to thoughts of puddings, mince pies and such like things." She will realize then the need for newer and more up-to-date pans, steamers, cake dishes, etc. A window display of cooking utensils about the first of the month would be one of great interest to house keepers. The writer remembers a window arrangement which attracted much favorable notice some years ago. A table was placed in the centre, spread with a snowy white cloth. On it was displayed a fine big turkey, flanked with a round, rich pudding, luscious pies, a beautifully frosted cake and a number of other recognized Christmas edibles. It constituted one of the most tempting displays possible, and aroused pleasantly anticipatory visions of the coming festive season. Above the table was a large card with the announcement:

> TO COOK LIKE THIS REQUIRES PROPER UTENSILS.
>
> Look over our stock and find out what you need. We are offering special inducements for Christmas purchases.

The rest of the window was devoted to a display of all the latest ideas in granite, enamel, tinware and aluminum utensils. The dealer in question found that his ante-Christmas trade exceeded in volume that done in kitchen goods during the season proper.

Walter H. Cottingham, President of the Sherwin-Williams Co., Cleveland, and at one time a clerk in the Peterboro' Hardware Co.'s store, has written his regrets at being unable to accept the invitation to address the convention on the subject of "Price Maintenance," owing to arrangements already made to be elsewhere at the time of the Ontario Convention.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO., LIMITED
MONTREAL

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal



STOP

You will be Judged as a hardware merchant by the quality of the

IRON

you sell. Our Bars are flawless and uniform throughout.

London Rolling Mill Co., Ltd.

London, Canada

Sales Agents:
ONTARIO—
Baines & Peckover, Toronto.
MANITOBA—
Bissett & Loucks, Winnipeg.

Busiest Season of the Whole Year is Ahead

What to do Next Month—Attention Should be Concentrated on Christmas Trade—Make Store Attractive and Endeavor to Secure Ideas for Original Windows—Some New Plans for Drawing Trade—Have an Efficient Staff and Get Extra Help Early in the Month.

During the month of December hardware merchants should devote their attention almost exclusively to the Christmas trade. Some hardware dealers do not make any effort to secure special holiday business and seem content to go along with the ordinary lines right through December. They are missing a golden opportunity to turn over a neat profit and to appreciably supplement the trade connection of their stores.

The Yuletide season, from the business standpoint, begins about the first of December. The progressive merchant will, by that time, be fully prepared, with his stock laid in, his publicity plans mapped out and his store arrangements and decorations devised. It is not wise to leave the necessary preliminary planning later than the first week in December. If not ready by then, the merchant will find himself plunged into the holiday "vortex of trade" without any definite basis to work upon and will be compelled, through sheer lack of time, to handle the business in a haphazard way, as he best can.

The merchant should, therefore, begin the month by at once mapping out a definite plan of campaign. No detail of the business should be neglected. A wise general provides for all contingencies beforehand and knows just what he intends to do. The merchant, who is a general of commerce should show the same foresight.

A prime consideration is the arrangement and decoration of the store. The Christmas spirit is awakened and fostered largely by the bright and cheery appearance of the stores with their handsome array of presents and general suggestion of Yuletide cheer. Nothing is so potent to lighten the spirits and loosen the purse strings as a store filled with Christmas goods; and the merchant who desires to draw trade must have his establishment decked out in festive attire, with an attractive stock to display. Too many hardware dealers neglect to cater to the public sentiment which demands brightness and suitable decorations at Christmas. Some are content to go through the season with windows displaying nothing more attractive than gloves and mitts, chains, lanterns and goods of a kindred nature.

The best methods of store arrangement and decoration differ, of course, with every establishment. Each merchant must proceed along lines adapted to the stock he is carrying and his facilities for display. It is essential, however, that the Christmas lines should be featured, even if certain other goods have to be temporarily displaced. During December, there will be little call for heavy hardware, outside utensils, etc., and trade would not suffer if these goods were for the time relegated to the background and the additional space thus obtained devoted to toys, cutlery, cut glass, brass goods and the other attractive Christmas lines carried by progressive hardware dealers. Not only will sales be quickened by this, but the whole appearance of the store will be improved. Holly, mistletoe, floral bells and other typical decorations should be employed to beautify the interior.

Try for Originality.

While still effective, most Christmas ideas and schemes, are to a certain extent hackneyed and the merchant who strikes out along new lines and devises original methods will find his efforts well rewarded. A case is recalled where a hardware dealer erected an arch of evergreen about the middle of his store and used both sides for the display of holiday goods. This proved not only an effective and original way of showing goods but was a space saver, allowing extra display room.

Interior arrangement should not stop at measures of beautification. The display of neat placards over different sections, with reasons for purchasing certain articles, are found effective. They are always read and will often induce people to take an interest in some particular line and look over the stock.

Pay Attention to Windows.

The window display is one of the most important features of the holiday campaign, demanding, perhaps, more careful attention than any other subject. People go shopping before Christmas with pretty much the same idea as the mining prospector. They intend to look around and see what they can strike. Where indications look favorable, they decide to investigate. The "indication" is almost always the store window. It draws first the attention, then the people themselves into the store.

Recognizing the importance of the window, then, the merchant should at the first of the month arrange some plan by which all salable goods will be displayed at some stage of the season. Some lines will require more space and attention than others, but all goods which are counted as Christmas varieties should be shown once. More important still, he should cast around for ideas.

Originality is the keynote of successful window dressing. The man with ideas is the man who is bound to draw the trade.

Making Advertising Effective.

Advertising should occupy much of a merchant's attention during December. An attractive store, a well assorted stock and striking windows are trade winners. A merchant might have all these and yet, if he did not advertise, his whole campaign would be handicapped. There is a certain percentage of trade which is reached only through printed matter—people who prefer to look through the advertisements in the newspapers and carefully scan all catalogues that come to hand before going shopping at all. This class of buyer likes to start out equipped with a knowledge of goods and values and the merchant who does not advertise stands little chance with them.

Circular advertising—a very effective method—should be done early in December. In this connection it is essential to get in on the ground floor. "First impressions are best" and many a customer will form conclusions from the first line submitted to their attention which subsequent advertising by rivals will not supplant. Circular advertising, therefore, should be done early.

Newspaper space during the holiday rush should be used generously. So much advertising is done by other merchants that a modest sized advertisement, unless exceptionally well written, will attract little attention. It is next to impossible to convey any adequate idea of your stock in restricted space. A good-sized advertisement, well written and well illustrated, will not fail to bring results. The value of illustrations should never be lost sight of.

Methods of Developing Trade.

In entering the holiday season, a merchant knows that he must expect his competitors to be just as active and wide awake as himself. They can be depended upon to adopt every available means of drawing business. He should be prepared then to work hard to find some new methods of drawing trade that will give him an advantage over the opposition. Many ideas have been taken up, all with more or less success. Contests of all kinds are effective. The offering of premiums with every purchase of a certain line, is found to augment sales. Neither idea is new however.

Inducements That Count.

The good-will of the public can be propitiated most effectively, however, by efficiency of service and a willingness to oblige in certain respects. For instance, be willing to store goods purchased early in the season until such time as the customers want them. Be always ready to order goods that you have not in stock, but which you know can be obtained. Make a point to attend to such matters promptly.

During December, a larger staff should be employed. There is certain to be a great increase in trade and merchants should be prepared to handle it with regard to the convenience of the customers, as well as the increased volume of trade.



No. 36

PUSHING SPECIALTIES.

"What can be done with paints at Christmas time?" asked an incredulous merchant the other day, when told by a traveler that he should not neglect his paint department at this time of the year, "People do not give away tins of paint as presents." "Perhaps not," replied the traveler, "but from what I know of the utility of some things that are given, it would be a very good thing if they were."

There is a lot of truth in this rejoinder, although it was not meant very seriously, but if we remove paints from the category of presents there is a wide field for enterprise around this time in the direction of household specialties. Is there any other period of the year when the house should be brighter than at Christmas? Is there any other period when it is more necessary that the furniture, radiators, baths, washbowls, cupboards and floors should look their best? With the house full of guests and the place decorated with holly, the housewife naturally wants the house to appear to the best advantage. Is there not a wide field here for the enterprising merchant?

Can a dealer say there is no scope for stains, enamels, bronzes, aluminums, etc., who has failed to demonstrate to the women of his district how easily they can furnish up their houses, and appurtenances, with the aid of any of these lines? There is nothing more convincing than practical demonstration. Take a chair that has been knocked about. Revarnish one half of it, and show it in the window. State on a card how much varnish would be required to complete the whole job, and the cost of the tin, and brush. There is a large majority of people, especially among the women folk, who have no conception how a coat of paint, etc., alters the look of an article that has been badly knocked about. Many a chair has been thrown away because of this lack of knowledge.

The dealer need not confine his display to chairs alone. One merchant we know of, while having his store redecorated, left half of the floor of his window unpainted, while the other looked resplendent in a coat of new paint. A card was placed across the floor, bearing the following words, "Which looks better?" The window was only left like this for a couple of days, but the merchant estimated that it brought him in a large amount of floor paint business.

There is no time of the year when a

ELASTILITE

DEALERS can handle this varnish best. It covers so many kinds of work so perfectly---inside and outside---that it gives satisfaction to all types of customers. This helps the dealer's business.

For highest class trade "ELASTILITE" will give good satisfaction. It brushes well, flows well, holds its finish.



Write for price list and special proposition.

Imperial Varnish and Color Co., LIMITED

Morse Street TORONTO

Stocks at 108 Princess St., Winnipeg.
550 Beaty St., Montreal.



Galvanized Wires

Barbed, Plain Twist
Coiled Spring and
Plain Galvanized

As prices for these lines have been arranged for Spring delivery, we would be pleased to have your inquiry.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

dealer can say, "There is no demand for paint." Interior paints and specialties reign supreme when outdoor painting is impossible. A farmer, for instance, leaves the interior of house severely alone when the weather permits him to be out and about, but when confined indoors he has the leisure to fix things up. And the ordinary business man is in the same box. It is the winter time that he spends most of his energy around the house, and, therefore, the merchant reaches him at the right moment by pushing at this time interior decorating paint and specialties.

But the dealer must throw his heart in the whole thing. He must talk convincingly and with enthusiasm. Whether he is pushing out-of-door paints for the fall, or indoor paints and specialties for the winter months, he must do so in a manner that convinces his customers.

PAINT AND OIL MARKETS

MONTREAL.

Nov. 25.—The markets have been firm but unchanged during the week. The white lead grinders have adjourned the question of prices until next week, but no forward delivery is being taken. The linseed oil situation is unchanged. There is still the same old scarcity, and the tension is being felt all the way round. Prices have been advanced in the turpentine area, and this makes the market very firm here, and an advance is not unlikely.

Trade is very good for the time of the year, and some satisfactory sorting up orders have been received. Some merchants are buying ahead anticipating higher prices on account of the prolonged bulling movement in raw materials. There has been a strong run on specialties for indoor work, and enamels, stains, bronzes, stove paints, etc., are moving well.

Turpentine.—Turpentine is very firm, but unchanged. Reports from the primary markets show that prices are in for another advance, and the market is firm in sympathy. There is a fair demand for the time of the year, with supplies in good shape. We quote: $1.02 to $1.05.

Linseed Oil.—The market has remained unchanged despite the high tension that is now being felt. There is little linseed oil in sight, and holders part with reluctance. Buying is fair although no one is taking more than they can possibly use. We continue to quote: $1.08 to $1.10 for raw and $1.11 to $1.13 for boiled.

White Lead.—The meeting of grinders called for this week was postponed and the matter of fixing prices will be held over until next week. The market continues very firm in sympathy with linseed oil. There is fair buying although it has dropped off some. We continue to quote $6 for small lots.

Varnishes.—A good call continues for varnishes, especially from the larger users who are taking fair quantities of bulk varnish. Household lines are also in good request and the market seems in very fair shape.

Putty.—The demand has fallen off somewhat but there is a fair call still obtaining. We quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Nov. 25.—The feature of the market this week was the advance in dry gum shellac. Owing to the shortage in India, the demand has gradually been exceeding the supply and an increase of 4 cents was made this week in practically all lines. Further advances are predicted.

The general tone of the paint and oil market is dull. Putty has shown considerable activity and some jobbing houses have found the demand for white lead strong, but the slackness in other lines more than over-balances this.

Reports are to the effect that the prices of linseed oil and turpentine are likely to remain firm for some months at least. Advances in that time are not impossible, but hopes of an easier market have now been practically abandoned.

Shellac—The lowest prices for dry gum shellac in many years have prevailed recently, and the natural tendency now is upward. This trend is quickened by reports of a great shortage in the crop in India, where the base of supply is located in the Himalayan Mountains. From an authentic source, it is learned that the India crop is not likely to reach half of the average yearly output, and the demand, as a result, is bound to exceed the supply. Prices are now quoted 23c to 25c for T.N., and 28c to 30c for the better grades of gum shellac, a uniform increase of 4 cents. Jobbers look for higher figures in 1911. The low prices have stimulated the demand, large manufacturers of hats, shoe dressings, and electrical supplies having availed themselves of the opportunity to purchase at a low figure. This of itself has had a tendency to put the market up, without the added stimulant of a shortage at the base of supply.

Linseed Oil.—The situation presents no new features. Demand has fallen almost to the minimum, but this has not had any effect on the price, which remains persistently firm. Quotations range from $1.10 for raw and $1.13 for boiled to $1.12 and $1.15, respectively, for single barrel lots.

Turpentine.—Reports from the south



B.H. "English" Paints Please the Customer AND Increase Your Sales

Your short-sighted competitor may think he can make more money by selling paints that require frequent renewal, but you know better. The longer-lived paint you sell, the more you can sell. This is because your pleased customers not only send their friends to you, but themselves decide to do painting previously not contemplated.

B-H "ENGLISH" Paint, aided by tactful suggestions on your part, will renew and preserve your customer's walls, roofs, etc., which have long needed a good paint.

You can prove that it will save him money. The base of our paints is the best in the world,—70 per cent. **Brandram's B. B. Genuine White Lead** and 30 per cent. Pure White Zinc. The other ingredients are also of the very best.

In the long run, what is good for the customer is good for you.

Write to-day for proposition and hints to the trade.

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg

Drive These Tandem!

And push them for all you are worth if you look to reap the fullest benefit from a Booming Christmas Business.

MURESCO

TILELIKE

Your average customer is a very house-proud person, and will welcome your suggestion to purchase these well-known lines with a view to freshening up paint and wood-work for the coming Xmas festivities.

As a Wall-Finish . . .

MURESCO

stands on a plane by itself. Not only does it make more material, but it works more easily, covers better, goes further and produces more uniform, clear and beautiful effects than any other wall-finish on the market.

Can be applied with good effect by the most inexperienced painter.

TILELIKE

is a varnish and stain combined, which requires no stirring and is uniform in color from start to finish. Admirably adapted for the amateur's use, on all kinds of interior work, especially where the wear and tear is considerable. Will not hide the grain of the wood. Made of pure Kauri Gum and contains NO ROSIN.

EIGHT COLOURS, and in flat ground colours—black and white.

Give these lines a prominent place! They will surely sell in the next few weeks. Send for Colour Card and Prices.

Benjamin Moore & Co.
LIMITED
West Toronto
New York Cleveland Chicago

are not at all suggestive of relief in the turpentine market. Producers are rushing their supplies on the market to take advantage of the high price now obtainable and there is every evidence of continued firmness in price quotations for some months. Difficulty is being experienced in securing sufficient turpentine just at present. Locally, there is little demand and the price is still $1.05. One jobbing house reports that a great many contracts for painting are being held back on account of the condition of the market. Wood turpentine is quoted at 80c per gallon, with 85c in tin cans.

White Lead.—Reports differ as to the condition of the white lead market. Some jobbers report a tendency toward slackness in the demand but others have not yet felt any decrease in business. The last steamers are leaving Montreal this week so it is not expected that active conditions will be kept up much longer. Quotations range from $5.90 to $6. The expected increase has not yet materialized.

Putty.—The demand for putty is heavy. Now that the finishing up stage in building has been reached, putty is being used freely but so far the increase, confidently predicted by local jobbers last week, has not gone into effect. Standard putty is quoted at $2.20, bulk in casks; in 100 lb. drums, $2.50; in 25 lb. drums, $2.60; bladder in barrels, $2.70. Quotations for pure putty are: bulk in casks, $2.50; in 100 lb. drums, $2.80; in 25 lb. drums, $2.90; bladder in barrels, $3.00.

Rosin.—The rosin situation is a trifle easier in the south, but so far this has not affected the local market. "G" rosin is quoted at $3.25 per 100 lbs. There is a fairly brisk demand.

Petroleum.—Canadian prime white coal oil is quoted at 13c, American water white at 14½c and Pratt's Astral at 17c.

HIGH PRICES WILL CONTINUE.

Back from his trip to Jacksonville and Savannah, E. Fielding, Toronto, has interesting news to give with reference to the oil and turpentine markets. He does not hold out any hope of better prices in the immediate future, and gives rather startling facts with reference to the depletion of the supply of trees in the turpentine areas.

"I attended a meeting of the producers of spirits of turpentine from live trees," he stated to Hardware and Metal, "and endeavored to ascertain if there were any possibility of the present extraordinarily high price being reduced within the next three months. I regret to say that this does not seem at all likely. All the producers who attended the meeting reported that the supply of turpentine produced this year was being rushed on the market, as they were desirous of taking advantage of the prevailing prices.

"At the present time the gum is secured only by scraping the part of the tree that is cut in the early part of the year, and from which the turpentine flows freely during the warm weather. At the present time, and for the next two months it stiffens on the wood as soon as it comes out and is only secured by colored laborers scraping it. The producers cannot expect to get anything like the same quantity of spirits of turpentine.

Depleting the Trees.

"On my trip I saw extraordinary evidence of the efforts put forth to secure all the gum that was possible. I saw in many places trees not more than six inches in diameter, where one-third of the bark around was cut away to allow the gum to escape. This is an indication that the turpentine industry is approaching a very critical time, as the tree, after being cut in this fashion, cannot possibly live more than from three to five years.

Securing Wood Turpentine.

"The purpose of my visit was also to learn something of the methods by which they secure spirits of turpentine from trees that have been cut down and partly used for lumber or timber. The stump part, and portions of the tree not used for lumber, are cut up like cordwood and enclosed in cages made of steel slats, this cage being put into a steamer and the gum extracted in the form of vapor, which passes into a still. The parties that I met, who are engaged in this industry, claim that they are only able to make a profit while the ordinary gum turpentine remains at the present figure. It is quite possible, therefore, that this industry will be continued for some years; up to the present year all producers have been working at a serious loss. One manufacturer assured me that his experience had cost him $25,000.

"Another method is to split the wood up very fine, and put it into a retort, where the heat is more directly applied, the gum escaping partly in the form of turpentine, and partly as tar. Under this process, the odor is more objectionable, and many concerns have been compelled to cease work. At the present time there are only one or two known to be engaged in anything like successful operation.

"I exhibited some quotations that had been given to Canadians from Cleveland. The sale of the product thus offered is prohibited in Ohio, but dealers declare that they do not care while Canada is open to them."

Mr. Fielding believes that Canada is far superior, from an agricultural standpoint, to any of the states that he passed through on his trip.

Every man and woman on earth has some good quality, if you'll only take the trouble to look for it.

More than 1900 homes in Indianapolis have been mortgaged during the past year in order that the owners might buy motor cars, according to a statement in the Indianapolis Independent.

THE CANADA PAINT COMPANY

LIMITED

MAKERS OF

PAINT FOR BRIDGES.
PAINT FOR HOUSES.
PAINT FOR VESSELS.
PAINT FOR DIPPING.
PAINT FOR FLOORS.
PAINT FOR WAGONS.
PAINT FOR BRICKS.
PAINT FOR BOX-CARS.
PAINT FOR COACHES.
PAINT FOR STATIONS.

JAPANS FOR BAKING.
JAPANS FOR PAINTING.
JAPANS FOR DRYING.
JAPANS FOR JAPANNERS.

VARNISH FOR IMPLEMENTS.
VARNISH FOR CARRIAGES.
VARNISH FOR FLOORS.
VARNISH FOR OILCLOTHS.
VARNISH FOR PIANOS.
VARNISH FOR PAINTERS.
VARNISH FOR BOATS.
VARNISH FOR FURNITURE.
VARNISH FOR STOVE PIPES.
VARNISH FOR ENGINES.

THE CANADA PAINT COMPANY LTD

Window Glass



There Is always a huge demand for window glass at this season of the year, and though every ship coming in brings us thousands of boxes, yet the demand Is so great that sizes are rapidly being depleted. We have noted this in several of our advertisements lately, and many have taken care to complete their stocks. We advise everybody to send in orders promptly.

There is no possibility of lower prices this Fall, in fact the tendency is upward.

Let us have your order for

Star
Diamond
Double

also Fancy, Ground, Rolled or any kind of glass.

DON'T DELAY

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

KEEP WIDE AWAKE!

Your nearest competitor is very much alive to the chances of getting your trade away from you, but you will have a powerful lever to move business to your store and **to keep it there,** if you carry

New Era Paint

This paint keeps its colour better, lasts longer and covers a greater surface than many higher-priced paints. It is pure and moderately priced. Get our prices.

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



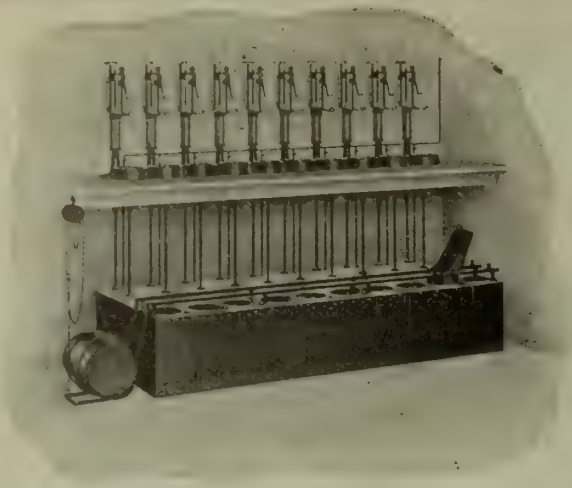
"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal



Bowser Systems for Handling Paint Oils

increase your profits from 20% to 50% on linseed oil, turpentine, varnish, drier and all other oils.

The "Bowser" greatly reduces the fire-risk and insurance premiums, insures accurate measurements and absence of waste. Saves oil and time. The "Bowser" discharges automatically pints, quarts or gallons, quickly and accurately, from nozzles that keep themselves clean and prevent gumming.

Free Book No. 15 **contains valuable pointers on retailing oil. Drop a postal now.**

S. F. BOWSER & CO., LTD.

66 Fraser Ave., Toronto, Ont.

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.

Build up a trade on **the repeat order** basis by recommending

"International" Varnish Products

A majority of Hardware Dealers *are* doing that.

Don't take it on our say-so, but *investigate* for yourself—

And you'll find out that a *big percentage* of Canadian Hardware Merchants *feature* "International" Products.

There are *more than a few reasons* why they should. Take

ELASTICA

for instance—the floor finish that's practically imperishable—The only truly elastic finish on the market—the finish that wears like nickel steel.

Elastica does not mar, scratch, white or spot.

It dries dust free in four to six hours and hardens over night.

Elastica Nos. 1 and 2 are used for Exterior and Interior work respectively.

Let us know your varnish and finish requirements and we'll give you solid reasons why you should always specify International Products.

All International Products are sold in full Imperial Measure Cans.

International Varnish Co.

LIMITED

TORONTO WINNIPEG

A-24

Varnishes

Do you realize that we spend more money each year in publicity advertising on ***Green Label Varnishes*** and ***Jap-a-Lac*** than is spent by all of the varnish manufacturers in the United States and Canada for this kind of work?

Think what it means, and the enormous business we must produce to be able to make this statement. When we tell you that 50,000 dealers and 400 jobbers handle our goods (exclusive of foreign business) it will give you some idea of how we can afford to spend this enormous sum each year in advertising.

We feel that every dealer in the country ought to buy ***Glidden's Green Label Varnishes*** and ***Jap-a-Lac.*** Why? Because the demand is being created by us with our money, and HE can reap the benefit if HE wishes.

Our advertising is educating the public to use varnish. Thousands are told of the uses to which it may be put. People are using ***Jap-a-Lac*** and varnish who never knew such useful and necessary things existed before we advertised them.

We have sent millions of people into the stores to ask for ***Jap-a-Lac*** since we started to advertise ten years ago. This is business we have created for YOU, as well as for ourselves. All we ask in return is your co-operation.

The combination ***Glidden's Green Label Varnish*** and ***Jap-a-Lac*** proposition shows more NET PROFIT than ANY OTHER varnish or colored varnish proposition on the market.

An advertising campaign, as extensive as ours, on articles showing more profit TO YOU than unadvertised lines, is worth your serious consideration. THINK IT OVER.

We have never talked quality, because the good dealer knows the quality is there; to all who doubt this, let them put our goods on a board against what they believe to be better, and weather-test it for two months---that will settle all talk to the contrary.

Don't forget:

FIRST—We spend more money in publicity advertising than all other varnish manufacturers in the world.

SECOND—We can show you a greater net profit on our goods than on anything else you can handle in the varnish line.

THIRD—No manufacturer is putting better quality into a can of varnish than we are.

FOURTH—We can PROVE every statement we make. Will you LET us?

Glidden

Address

The Glidden Varnish Co.

Toronto, Ont.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	"Taxite"
International Varnish Co, Ltd., Toronto, Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapco"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	"Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co, Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

THE

HULL & LIVERPOOL RED OXIDE CO.
LIMITED

HULL and ST. HELENE (England)

Specialize in Red Oxides

In All Shades and of Highest Percentage

SAMPLES FROM

P. AIKMAN-JOPP, (Board of Trade Bldgs) MONTREAL

AGENTS FOR U.S.A.:

J. Lee Smith & Co., Frankfort St., NEW YORK

Finest Grades of 'Castle'

GLUES

and

SIZE POWDERS

Castle Brand Glue

The Best Cabinet Glue Made

Strong Scotch Glues
Fine Leaf Glues
Town Glues, Medal Glues
Gelatine Glues
Granulated Glues

PREPARED IN OUR OWN FACTORIES
HOME AND EXPORT SPECIAL F.O.B. RATES

Charles Massey & Son
LIMITED

WATERLOO WORKS, Established 1839. Newcastle, Staffs. ENGLAND.

London Office: 5 MILK STREET, E.C.

This is the Paint That Puts Profit in your Purse

No paint can put profit in your purse so long as it stays on your shelves or in your store. Some paint will only put profit in your purse once, and then the buyer never comes back. What you want is the paint that will bring the buyer back — so that your profits next year, the year after and for years to come, will grow larger each year.

Martin-Senour Paint

100 PER CENT PURE

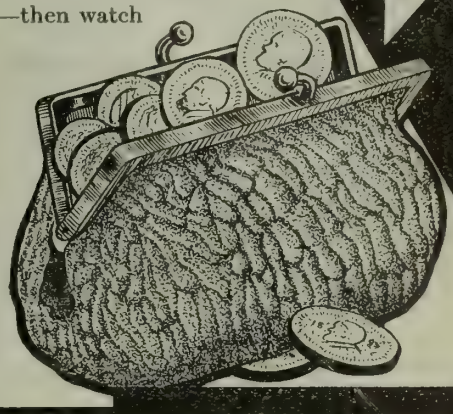
The **quality** paint — the paint that gives lasting satisfaction. Sales increase and profits grow because the years of service show the purchaser the economy of buying the paint that wears the longest — that looks the best — that goes farther. This is just a hint, but a word to the wise dealer ought to make many more fat wallets. Write today for the agency—then watch your profits grow.



The Martin-Senour Co., Limited
Pioneers Pure Paint
MONTREAL CHICAGO

The Winnipeg Paint and Glass Co., Limited
WINNIPEG, MAN.

The Maritime Paint and Varnish Co, Limited
HALIFAX, N. S.



Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

A High Grade Babbitt Metal At A Moderate Price



"KING COPPERIZED METAL." The copper is in this metal, not on the outside.

Are you carrying this metal and our other brands in stock? "Camel," "Monarch," "Swastika," "Pyramid," "Thurber." If not, you are losing money! Write for prices.

The James Robertson Company, Limited, Montreal Toronto St. John Winnipeg

HE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW



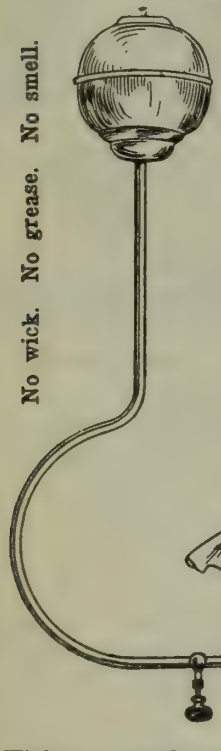
This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

No wick. No grease. No smell.



Auer Light.

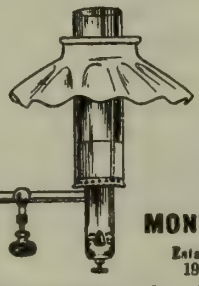
Makes its own gas!

$6.75

Gives more light than 10 oil lamps or 5 electric lights.

ECONOMICAL. SATISFACTORY.

Send for Booklet giving full details and other illustrations.



Auer Light Co., MONTREAL

Established 19 years

Highest grade Incandescent Gas Lamps, MANTLES and SUPPLIES.



RUBEROID ROOFING

Trade Mark Registered. Pronounce it RUE-BER-OID.

Is Rated "First-Class"

Canadian Fire Underwriters' Association
Montreal, Sept. 19th, 1908.

THE STANDARD PAINT CO. OF CANADA, LTD.,
MONTREAL, P. Q.

Dear Sirs,—

"In reply to your enquiry of 18th inst. I beg to say that as the "Ruberoid Roofing" made by your Company has been approved by the Underwriters' Engineering Bureau in Chicago, this Association under its existing schedules classifies such roofing of two and three ply grades as first class."

Yours truly, ALF. W. HADRILL, *Secretary.*

Could you ask for more convincing evidence of Ruberoid's value as a fire-resisting roofing? Write for our Booklet, "All About Roofing." It explains Ruberoid's superiority. 24

THE STANDARD PAINT CO. OF CANADA, LIMITED,

286 St. James Street, - MONTREAL.
179 Bannatyne Ave. East, WINNIPEG.
25 Pender Street, - VANCOUVER.

Dealers Everywhere.

A GOOD BUY!



PLAYERS OF ALL CLASSES SWEAR BY

SALYERDS' SPECIAL HOCKEY STICKS

They are noted for their quality, balance and finish, and are cut solely from second-growth rock elm. A line for profit.

HANDLE A FULL RANGE OF SALYERDS' HOCKEY SPECIALTIES.

WHOLESALE AND JOBBING TRADE ONLY

E. B. SALYERDS, - - - - PRESTON, ONTARIO

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE



"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.

Limited

OWEN SOUND, - - - ONTARIO

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

WOLFE'S HOLLOW BACK SHOVELS AND SCOOPS

Also Pioneer, Climax, Paragon and Monarch Stove Shovels.



"Eureka" and "Thistle" Brands

For all purposes

Stipulate our brands when ordering from your jobbers. Ask for special circulars.

SCHUCHARDT & SCHUTTE - 307 Corlstine Building, - MONTREAL



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

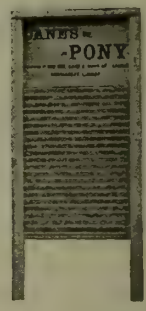
This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

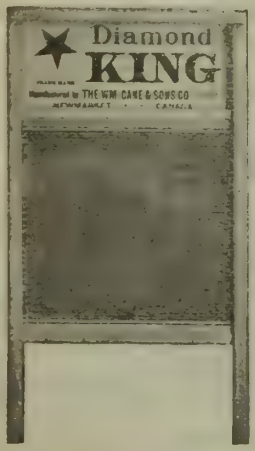
Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

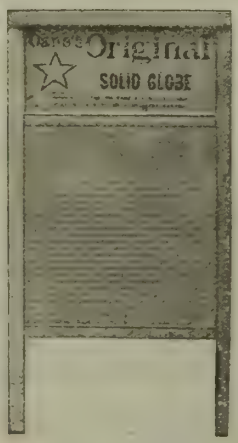
MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

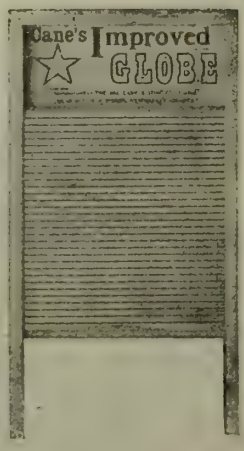
Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

CANE'S WASHDAY WOODENWARE









SELL THESE WASHBOARDS

CANE'S PONY—Particularly suited for cleaning dainty laces and other small articles.

DIAMOND KING—The king of all washboards. best English glass rubbing plate, in selected wood frame, lock corner, splendidly finished.

ORIGINAL GLOBE—Solid heavy jointed back, zinc rubbing plate, lock corner, well made throughout.

IMPROVED GLOBE—One of the most popular boards on the market. Solid zinc face, thin back, lock corners, well made in standard size.

Ask Your Jobber for Cane's

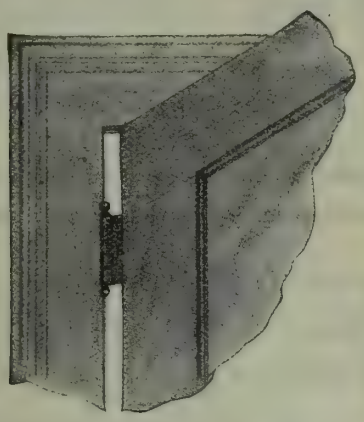
The Wm. Cane & Sons Co., Limited, Newmarket, Ontario

Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

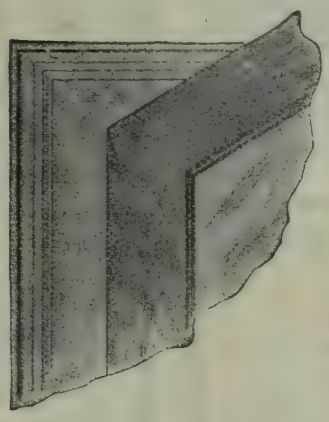
PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years.

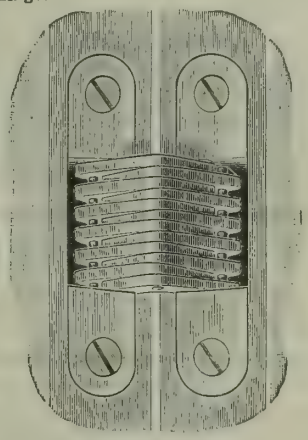
The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



Invisible Hinge as it appears when door is open.

No. 101, suitable for wood ½" to ⅝" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¾". Will carry a door 5' x 2' x ¾.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1¾.
No. 112, wood must be 1⅛" to 1½". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1⅝" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.

UMC

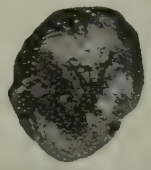
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Lon Rifle Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management,
Same Standard of Quality.

Absolute Safety

is a leading feature of our Gasoline Lighting System, the light being instantly put out or lit by a pull of the chain. Gives a splendid, steady, white, brilliant light.

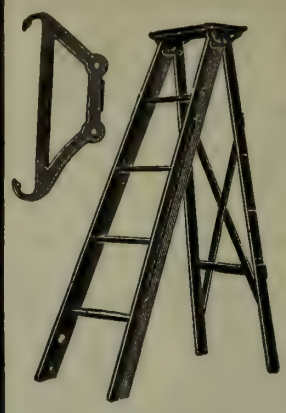
Is cheaper than coal oil and better than electricity or city gas. Investigate this proposition. More light means more business!

Write now for circular and special price to merchants direct.



MacLaren & Co., Merrickville, Ont.

GOOD AGENTS WANTED.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Louble Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

EVERY FARMER WANTS ONE!

Modern farming methods mean up-to-date tools, and in the preparation of stock feed our new improved

Feed Cooker

will be found to cook feed both quickly and economically. Tank sits directly over fire, and fire-place is large and can be fitted with grate to heat water for fruit spraying.

Made in two sizes after the style of our Maple Evaporators.

Why not feature this splendid cooker? It will sell at sight to every farmer.

THE STEEL TROUGH AND MACHINE CO., LTD., Tweed, Ont.

JOSEPH RODGERS & SONS, LIMITED

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADE MARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

BLACK JACK

QUICK, CLEAN, HANDY

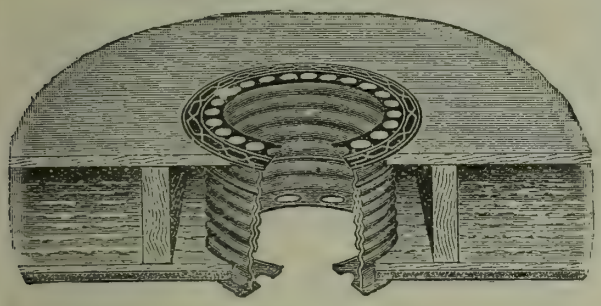


TRY IT.

SOLD BY ALL JOBBERS

¾-lb tins—3 doz. in case.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

CASH or PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any othe WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.
EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

HARDWARE IS "STRONG" WARE and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St Nicholas St M. 1748

A WINTER WINNER!

Are you handling the

"PERFECTION"
STEEL ANKLE SUPPORT?

a device which has leaped into immediate favor. It only requires to be known in your district to be appreciated by every skater, and apart from the sales you will make it will increase your skate sales.

It embodies an entirely new idea, and while allowing the ankle to move freely backwards and forwards, it precludes all possibility of sideward motion. A benefit and comfort alike to the learner, expert skater and hockey player.

Ladies' sizes suitable for children.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND, ONT.



Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

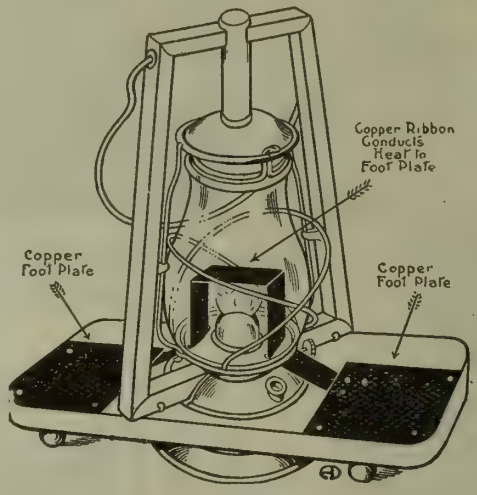
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

A Useful Novelty for Christmas Trade

"Ontario" Lantern Footwarmer!

Sells at Sight



and Pleases Everybody

Cannot Burn the Robes!!

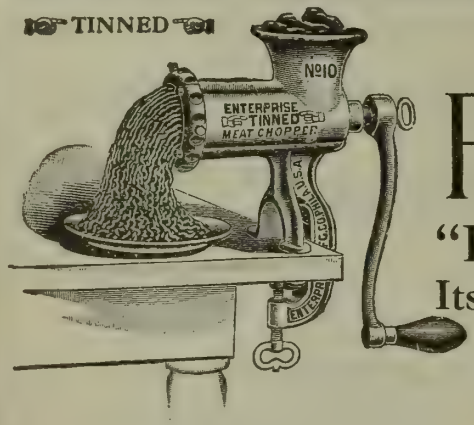
Can be used as a Stable Lantern. Won't Upset.

The Illustrating Competition Advertises Local Dealers.

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

TINNED



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper. Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers. Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"

Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage. *Now* is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York

544 Van Ness Avenue, San Francisco

CHRISTMAS GIFTS

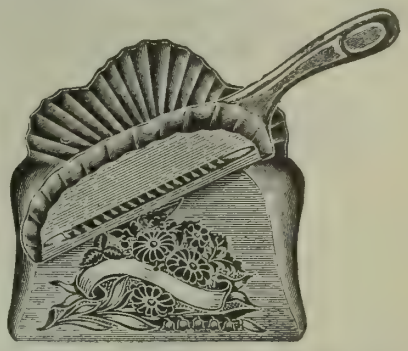
Do not delay your purchases of Christmas stock until too late. Make your selection from our catalogue and stock up now. Write us to-day for a list of Christmas goods and prices.



NICKEL-PLATED TRAYS. Round, 12 and 13 inches. Oblong, 12, 14, 16 and 18 inches. Beautifully etched in handsome designs.



ALDRICH NICKEL-PLATED Tea and Coffee Pots. Also Pan-American, Perfection, Niagara and Buffalo. Each pot packed in a paper carton.



NICKEL-PLATED CRUMB TRAY and SCRAPER. A varied assortment of Nickel-Plated and Japanned Crumb Sets from which to select your choice.

E. T. WRIGHT & CO. (H. G. Wright) Hamilton, Canada

Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg, Man. Vancouver distributing agents---Macpherson, Teetzel, & Co., Vancouver, B. C.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont. Eastern representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Winnipeg Agents--Reynolds & Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

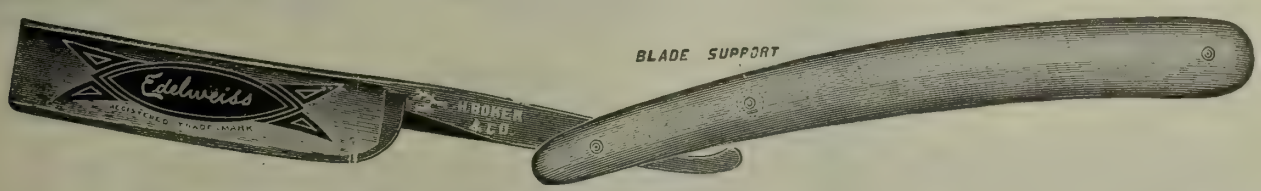
Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. **ST. CATHARINES, ONT.**

"EDELWEISS"

Is the name of a plant or small white flower which grows only on the Alps and Pyrenees, at a great altitude, in situations difficult of access. "Edelweiss" is much sought after by Alpine travellers and mountain climbers.



The Quality and Temper of "Edelweiss" Razors are also very difficult to attain. None but the most skillful workmen treat this Razor during the process of manufacture.
The finished "Edelweiss" Razor is in quality as much above the ordinary Razors as the Edelweiss flower grows above other flowers.

For sale by all leading Wholesale Hardware Houses.

Canada Plates
in stock

ALL DULL

18 x 21—60 sheets
18 x 24—52 "
" —60 "
" —75 "
20 x 28—40 "

ALL BRIGHT

18 x 21—60 sheets
18 x 24—52 "
20 x 28—40 "

Write for Prices

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Ventilation Is Important

as a feature of modern buildings.

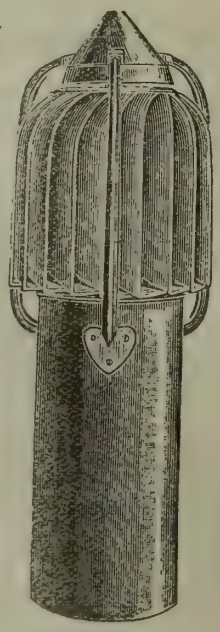
There are many buildings and residences whose occupants are afflicted with drowsiness and headaches because the ventilation is imperfect or has been altogether neglected.

J. W. HARRIS VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, istables, etc.

As will be seen from the accompanying illustration, the Aeolian Ventilator is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian." Will you write us for particulars?



Charet's Mills, Ont.,
Jan. 2nd, 1908.

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

GENTLEMEN:—

In answer to yours of 15th inst., we are glad of being able to say that your "J. W. Harris Rotary Ventilators" are giving us entire satisfaction.

Yours truly,
CAROLUS MARCOUILLIER.

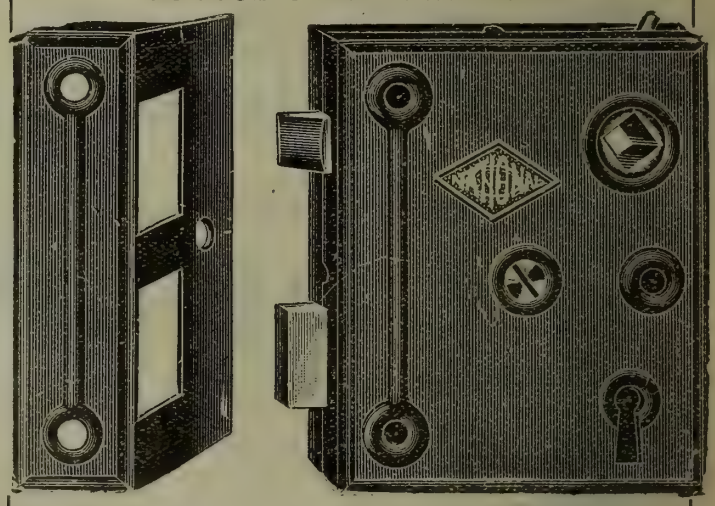
The price is inconsiderable in comparison with the results.

Manufactured by

The J. W. Harris Company, Ltd.
Montreal

For Strength, Safety, Durability and Finish

NO LOCK IS BETTER THAN THE

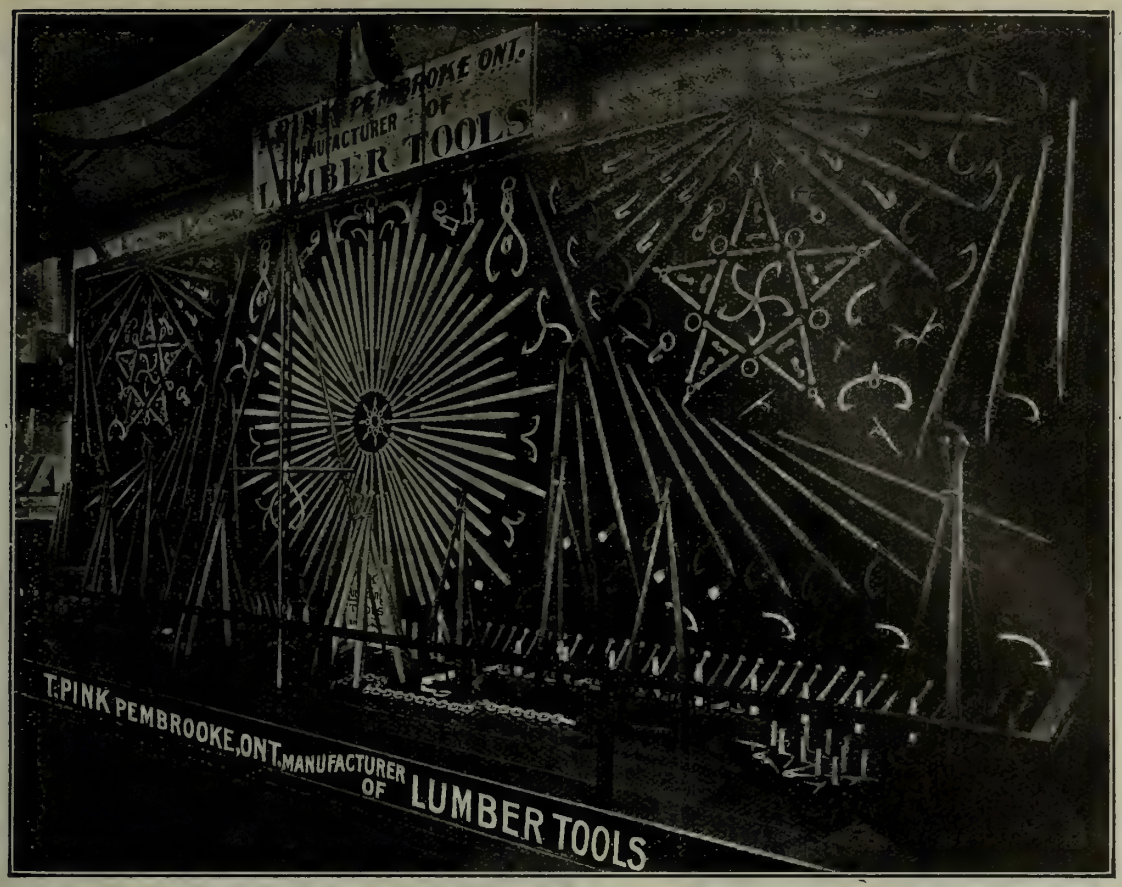


NATIONAL STEEL RIM LOCK

They will serve to strengthen your hold on the better class trade.

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Trade W & B Mark



Trade W&B Mark

The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

THE WHITMAN & BARNES MANUFACTURING CO.

St. Catharines : Ontario

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

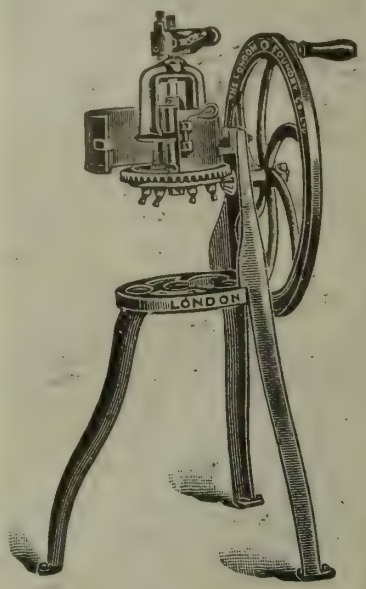
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



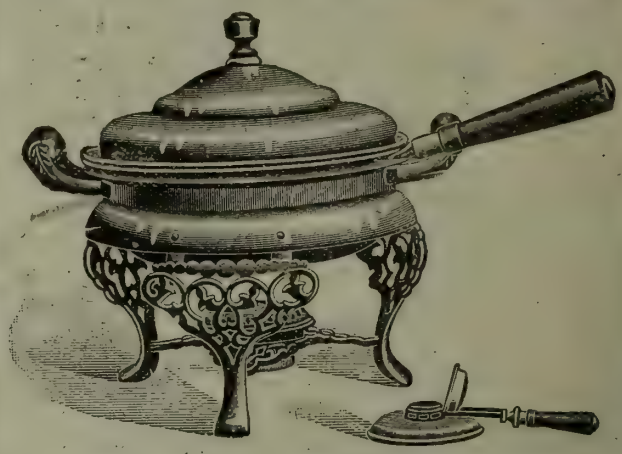
Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Choice Chafing Dishes

ALWAYS MAKE ACCEPTABLE PRESENTS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Ask for Catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co., 28 Toronto Street, Toronto.

We help you take orders for "Brantford" "Roofing"

We conduct big advertising campaigns, send samples of roofing and booklets to prospects. On request from a dealer we will write personally to any prospects and lend him vigorous assistance to help secure the orders. We are loyal to the trade in every way. Get the Brantford Roofing Agency, and you'll make money.

BRANTFORD ROOFING CO., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:

The General Supply Co. of Canada, Limited
356-360 Sparks St., Ottawa, Ont.

Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd.

THE CONNOR BALL-BEARING WASHER



With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

HARDWAREMEN!

Are you looking for a BABBITT Metal that will bring and keep customers? Here is that line. We are sole manufacturers. It is the standard all over the Dominion.



HARRIS
Heavy
Pressure
Bearing
METAL

FOR ALL ORDINARY MACHINE BEARINGS

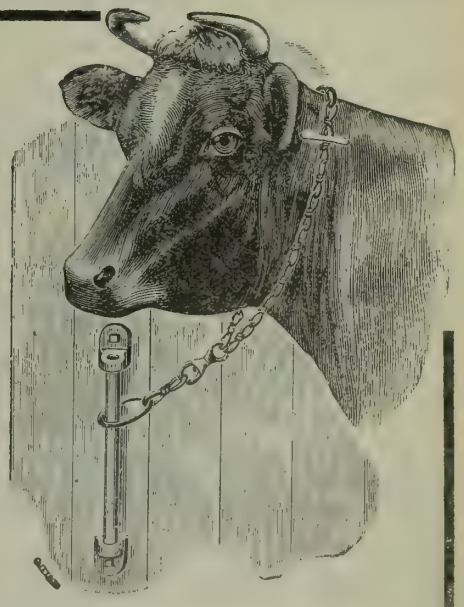
An Easy Seller and a Money-maker. Get Our Prices. It Will Pay You

The Canada Metal Co. Ltd., Toronto

THERE'S NO WEAK SPOT

TO BE FOUND IN

GREENING'S COW TIES



all the parts and fittings being made of proportionate strength.

These Cow Ties are made from the famous Greening Steel Chain, which leads all others in point of lightness, strength and handsome appearance.

You'll find many pointers in your Greening Catalogue for increasing your trade! Study it carefullly.

The B. Greening Wire Co., Limited

Hamilton, Ont. **Montreal, Que.**

BRITISH PAINTS

The Superiority of British Paint is Universally Acknowledged

We handle a first class line of Oil, Dry and Waterproof Paints, also Putty and White Lead of British manufacture.

We can give you better prices on these goods than any paint house in Canada and at the same time the quality of these paints is far above the average.

If you are looking for a means to increase your business we can interest you—why not take up the matter *now* and investigate? All enquiries receive prompt attention.

Drop a post card for full information to

INTERNATIONAL SUPPLY CO.

40 MANSFIELD ST. :: MONTREAL

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. **WIRE BARREL HOOPS.**

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE COMMERCIAL
CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff.
Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.

HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.

Mills at ST. JEROME, P.Q.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

Use Our Building Paper and Common Sense and all the ills of your house and outbuildings as to COLD and HEAT will be modified. That is the way you can talk to your customers when they tell you their building worries. Our **Ready Roofing, Tarred Felt, Sheathing and Wrapping Papers** are unique. They have held the trade for years and to-day are in stronger favor than ever.

That is sound dealing.

No other kind wins to-day.

THE ROOFING HOUSE OF CANADA

ALEX. McARTHUR & CO., Limited

82 McGill Street **MONTREAL**

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" 2 "	8 25	8 50
" 2½ "	10 50	10 00
" 3 "	12 00	12 10
" 3½ "	15 00	15 30
" 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ⅛ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 3 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Beeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	2 40	2 50
Toe calk steel	0 15	0 15
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 90	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¼ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 03	⅛ inch	2 86
¼ "	2 25	¼ "	3 08
⅜ "	2 63	⅜ "	3 48
½ "	3 28	½ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs. / 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c; bagging or papering, 10c

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 50 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb. "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon	in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor)		1 70
Benj. Moore Co.'s "Egyptian" B'd		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English"		1 95
Ramsay's paints, Pure		1 60
" Thistle		1 30
Martin-Senour 100 p.c. pure		2 00
Senour's Floor Paints		1 60
Jamieson's "Crown and Anchor"		1 60
Jamieson's floor enamel		1 75
Island City pure paints		1 60
Sanderson Pearcy's, pure		1 65
Robertson's pure paints		1 65
Sterling		1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 50
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 03	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl lots,		3 25

VARNISHES.

	Per gal.	cans.
Carriage, No. 1		1 50
Pale durable body		3 50
" hard rubbing		3 00
Finest elastic gearing		3 00
Elastic Oak		1 50
Furniture, polishing		3 00
Furniture, extra		1 20
" No. 1		0 95
" union		0 90
Light oil finish		1 35
Gold size japan		2 00
Turps brown japan		1 60
No. 1 brown japan		1 10
Baking black japan		1 35
No. 1 black japan		0 95
Benzine black japan		0 75
Crystal Damar		2 50
No. 1 "		2 25
Pure asphaltum		1 40
Oilcloth		1 50
Lightning dryer		0 85
Elastilite varnish		2 00
Granitine floor varnish		2 50
Maple Leaf coach enamels		1 20
Sherwin-Williams' kopal varnish		2 50
Cee Pee Co. enamel		4 50
Canada Paint Co's sun varnish		2 25
" Kyanize" Interior Finish		2 40
" Flint-Lac," coach		1 80
B.H. Co's "Gold Medal," in cases		2 50
Jamieson's Copaline		2 50
Flattine floor finish		3 00
Elastica exterior finish		4 25
Island City Dreadnought Finish		2 50
C.O. Co's. Permanite, interior		2 00
" Herculo, exterior		2 50
" Reflex, floor		2 25
" Japanite Dryer		1 25
Stovepipe varnish, ½ pints, per gross		8 00
Pure white shellac varnish, in barrels		1 75
Pure orange " " "		1 70
No. 1 orange " " "		1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	6 00	6 25

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	8 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 d—

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

		Per cent
Carriage Bolts, common new $1 list		
" " ⅜ and smaller		70
" " 7-16 and up		
" " Norway Iron ($3 list)		60
Machine Bolts, ⅜ and less	60, 10 & 10	
Machine Bolts, 7-16 and up	60	
Plough Bolts	55, 5 & 10	
Blank Bolts	60	
Bolt Ends	60	
Sleigh Shoe Bolts, ⅜ and less	60 and 10	
Sleigh Shoe Bolts, 7-16 & larger	55 and 05	
Coach Screws, new list	75	

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surely Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per gro	2 40	6 75

CHISELS.

Cold chisels, 6 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

Inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILL.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	5 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in.	100 lb. net	7 25
" " 5-in.	"	7 60
" " 6-in.,	"	6 75
" " 8-in.,	"	6 50
" " 10-in. and larger		6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—
under 12 in. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 5 75
Lift Tubular and Hinge Plain. " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 inch wheel, 3 knives, 12 in., $5 10; 9-in. wheel, 3 knives, 12 in.; $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5 10; do, 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in.; per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33¼ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

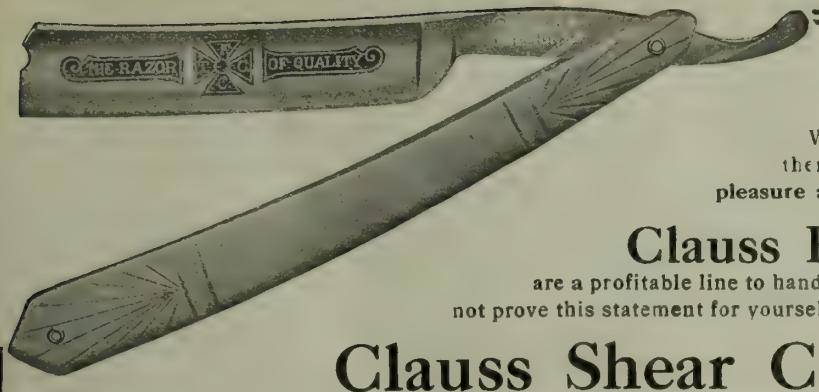
Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, 4 and 50.
Hutton's "Cross Arrow" flatware, 4½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
Pails, flaring and buckets, 40 per cent
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord 48 feet per doz.	0 85
" " 60 feet "	0 85
" " 72 feet "	0 95
Cotton clothes line, 27½ off	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent

SCREW DRIVERS.

Sargent's per doz.	0 65 1 00
North Bros., No. 30 per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50
Micmac and Rex sticks $4.00 $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common per doz	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 40
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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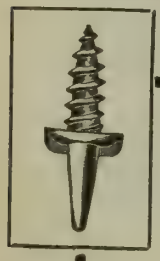
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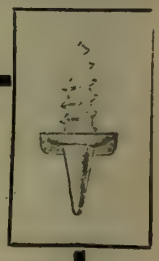
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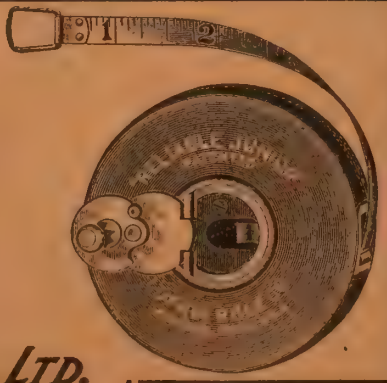
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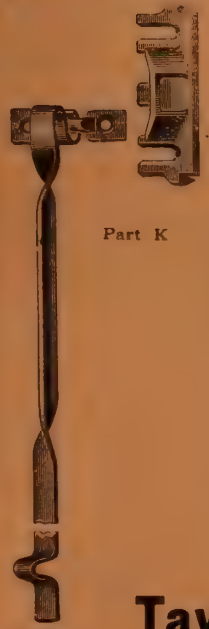
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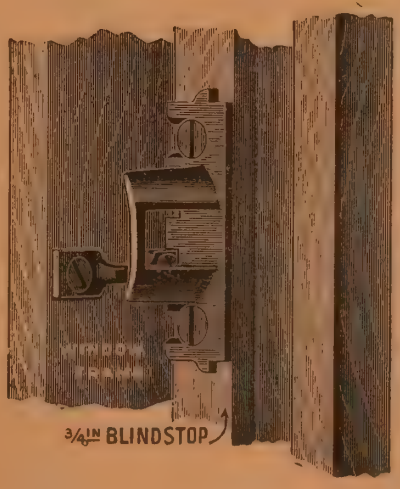
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Send for Catalogue. Order Parts by Letter Number. Sold by all Jobbers.



3/4IN BLINDSTOP

Taylor-Forbes Co.

Limited

Head Office and Works

GUELPH - ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
W. A. MACLENNAN, VANCOUVER, B.C.
J. B. H. RICKABY, VICTORIA, B.C.
HARRY F. MOULDEN, Travellers' Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

INDEX TO ADVERTISERS.—page 70-71.

The IRONCLAD *Alarm*

From now until Christmas all jobbers will ship Ironclad alarms in special Christmas Holly Boxes.

I'ts a box that'll make people open their eyes. It's a clock that will make your trade sit up and take notice.—It can't be knocked down, it can't be knocked out, it rings to beat the band.

We'll print your name on dials on a twenty-four lot order, we'll add a full window display if you can use one.



Rings 35 seconds, can be shut off at will. Height 5 inches. Weight 2½ lbs. Packed 12 in a box with advertising matter. Names printed on dials in lots of 24.

Western Clock Co.

La Salle, Illinois.

Door Mat Weather

Describes the weather for the next few months.

MUD AND SLUSH EVERYWHERE your customers will be looking for a good Door Mat. Send for a circular describing the

ANDROCK WIRE DOOR MAT



It's a Big Seller and a Good Profit Maker.

Andrews Wire Works of Canada,
Limited
WATFORD - ONTARIO

BUSINESS BRINGERS

There is hardly any other line you handle which has as much effect on your general trade as Axe Handles. These goods must be of the ***best quality*** to be of any use at all—'seconds' in these goods are useless.

Still's Axe Handles

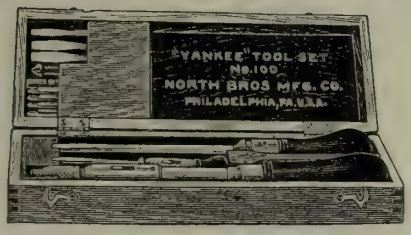
are "quality" goods and will bring business to your store and keep it there.

WRITE US TO-DAY FOR PRICES

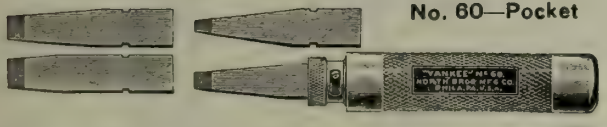
J. H. STILL MFG. CO.
LIMITED
ST. THOMAS : : : : ONTARIO

CHRISTMAS GIFTS
For MEN and BOYS
"YANKEE" TOOLS

TOOL SET
No. 100



No. 60—Pocket





No. 15



No. 65



No. 35



No. 44

make sensible and very acceptable gifts for anyone who ever uses tools of any kind. They make a happy change from the necktie and suspender habit. They last for years, and the giver is remembered every time they are used.

We are advertising them as Christmas Gifts in the "Saturday Evening Post," "Popular Mechanics," "American Carpenter and Builder," "Electrician and Mechanic," and other magazines of this class, directing readers to you for the tools. This is sure to create a larger demand. Stock them now and be ready to hand them out when the trade comes. Get your jobber onto the job. The Nos. 60, 15, 100, 65, 44 and 35 make especially good sellers. Display them in your window as new ideas for Christmas and you will be sure to increase your holiday trade.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



"Quality is essential for reputation and profit.
It pays to sell goods you can guarantee."
—The Philosopher of Metal Town.

Every sheet fits evenly—each corrugation is guaranteed perfectly uniform.

CORRUGATED IRON

ROOFING AND SIDING

It's the "Metallic" workmanship that counts. Every employee of the large "Metallic" Plant is imbued with "Metallic" ideals—absolute perfection. The high standard of all "Metallic" goods is the result. "Metallic" Corrugated Iron is superior to all others. The corrugations are pressed one at a time—not rolled The sheets fit perfectly —guaranteeing absolute satisfaction.

Flat or Curved—Galvanized or Painted.

Any Size or Gauge.

Send for special prices on car lots or season's requirements. Also ask for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials, "Eastlake" Steel Shingles, "Metallic" Ceilings and Walls, "Metallic" Rock-faced Siding, "Metallic" Cornices, Steel Eavetrough, Conductor Pipe, Fireproof Doors and Windows, etc.

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2407

HADDON CUTLERY





OPEN EASY KNIVES



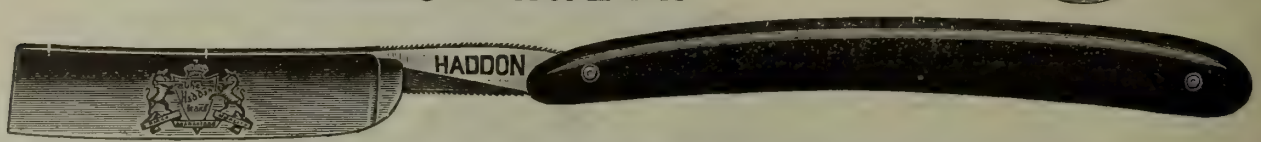
The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

HADDON RAZOR



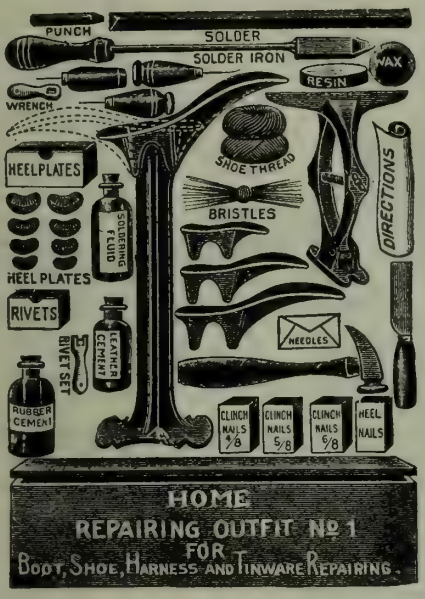
These Razors never require grinding: ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades ½", ⅝", ¾
If any of these specialties are found faulty we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.

SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENGLAND.

SAVING SOLES

It is the duty of every hardware and general store merchant to interest himself in the soles in his community



It Can Best Be Done

AT THIS SEASON OF THE YEAR BY KEEPING IN STOCK A COMPLETE LINE OF



SHOE REPAIR OUTFITS



We carry large stocks of

COBBLERS' OUTFITS
HALF SOLES
HEEL TAPS
HEEL SUPPORTS
PEG BREAKS
SHOE WAX

RUBBER HEELS
SHOE THREAD
SHOE BRISTLES
COBBLERS' NAILS
SHOE HAMMERS
SHOE LASTS

SHOE STANDS and SOLE and HEEL PROTECTORS

There is a very large business done in these lines and Hardware Merchants would do well to have their stocks complete with the items named above from now on.

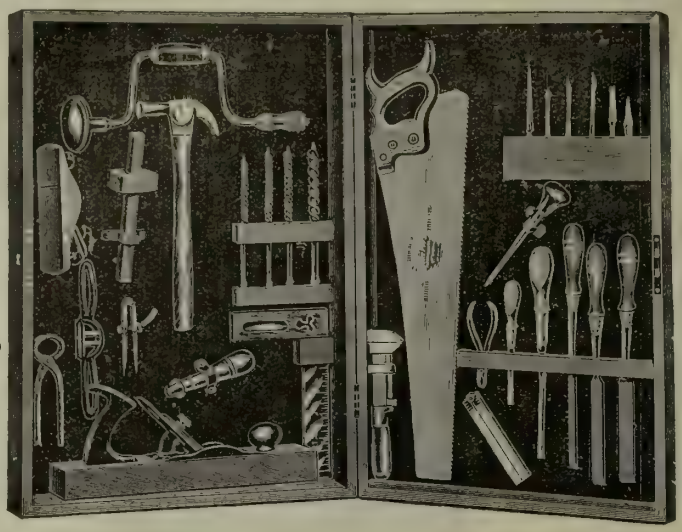
LEWIS BROS., Limited, IMPORTERS AND DISTRIBUTORS **MONTREAL**

Ottawa, Toronto and Vancouver

TOOL CABINETS

No Hardware Stock is Complete Without These!

Order a Sample Cabinet at Once! You Will Order More Later On!



TOOL CABINETS

Don't Overlook Ordering a Few of These Tool Cabinets!

This is the busy season in the Retail Hardware Trade, and all merchants are preparing to get their share of the Holiday trade.

Do not omit to order a few Tool Cabinets, as they are one of the best-selling lines during the holiday season.

They make an attractive and convenient counter display and will appeal at once to your customers as a very valuable holiday gift.

These Tool Cabinets are well made, and are nicely finished and varnished, and are supplied with sufficient tools for any class of work.

Only the Best Tools supplied with these Cabinets.

We Ship Promptly — Mail Orders our Specialty. — We Ship Promptly.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada



FOR

$15.00 each, net



WE OFFER THESE

Sewing Machines

for Christmas Trade, while they last.

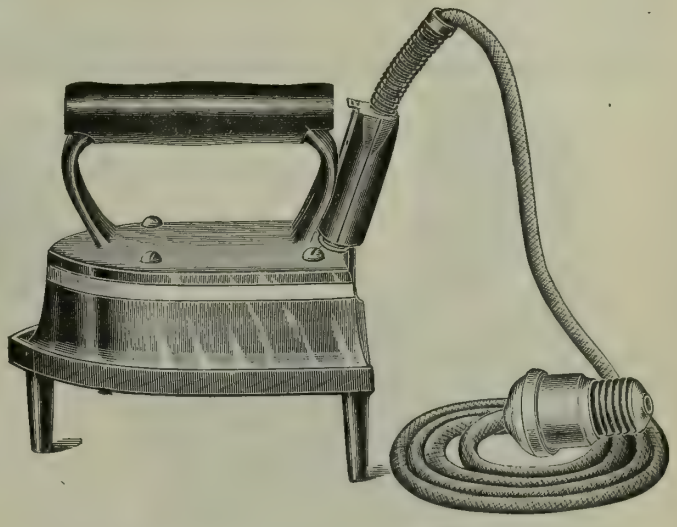
Cases are made from selected oak, well finished; all metal parts are well finished in baked japan, relieved with nickel-plated trimmings. Working parts are all tempered tool steel.

Guarantee goes with each machine. Complete set of attachments and instruction book included.

ALSO

"THERMAL" ELECTRIC IRONS

The Good Iron at a Reasonable Price



Our element or heat generator is so arranged that every atom of heat serves to best advantage. Most shapely iron made. It sells easily.

Caverhill Learmont & Co

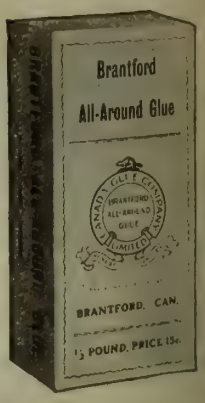
MONTREAL and WINNIPEG



BRANTFORD ALL-AROUND GLUE

(GRANULATED)

THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS



QUALITY SELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	Winnipeg, Man.
Miller-Morse Hdwe. Co., Limited	Winnipeg, Man.
G. F. Stephens & Co., Limited	Winnipeg, Man.
Wood, Vallance, Limited	Winnipeg, Man.
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	St. John, N. B.
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	Halifax, N. S.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	Montreal, Que.



IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.





That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Now For Christmas



Back of our Christmas readiness is more than the commonplace gathering of such lines as you are likely to want. We're making the most of the Christmas spirit and applying it to such every-day goods as Hardware.

—Our Initiative
—Our Experience
—Our Determination

show to exceptional advantage in connection with Holiday Stocks and the kind of service that goes with them.

We have well-developed plans for assisting our trade and the sooner you connect with them the better for your bank account.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

C.S.G. Co. CRESCENT BRAND

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

DAVIDSON'S DECORATED ENAMELED WARE

FOR THE HOLIDAY TRADE



White Enameled

DECORATED CHILD'S SETS

No. 7, with new style deep plate.



TEA POTS

Enameled Royal Blue with Gold Decorations, very attractive, Globe shape with seamless Body, 5 sizes, from individual pots to 3 quart capacity. Nos. 551a, 551, 552, 553, 554.

TEA and COFFEE POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



CUSPIDORS

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Decoration. No. 035.



WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

Disston Superfine Files

The genius of the Disston organization is strikingly manifest in this department of the great industry.

The superfine file building is perfectly equipped for the exceptionally fine class of work.

In this department we employ the most skillful workmen in America—many of them with half a lifetime of special training in our own establishment.

We make all the steel used. It is unquestionably the best steel in the world for superfine files.

Every file fully guaranteed.



A Section of the Superfine File Department

If you have work of any kind wherein close, smooth filing is required, by all means use a Disston Superfine.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

Our Business for the Year 1910 the Largest in our History

In our January announcement to the trade we predicted the largest year's business in our history for the year 1910, and we can now say to our customers and the trade generally that our prediction has been more than fulfilled, and that the present year marks the greatest progress and most unexampled demand for the Bissell sweeper in all its history. Every month of this year so far shows a large increase in our business over any previous year, and this, too, in the face of murmurings of general dullness throughout the country.

Facts are significant, as well as stubborn, things. Our new BALL BEARING line has revolutionized the carpet sweeper business, and under a rigidly-enforced policy of fixed retail prices, guarantees to every dealer, large or small, a good margin of profit.

If you have neglected to place your order for BISSELL sweepers for your Holiday wants, wire your order at our expense, and the goods will be shipped on the day your order is received.

BISSELL CARPET SWEEPER COMPANY

GRAND RAPIDS, MICH.

Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World.

Branches { NEW YORK (Eastern Office, Salesroom and Export Dept. 25 Warren St.)
NIAGARA FALLS, Canada (Factory)
LONDON, Eng. PARIS, France.

COMMUNITY SILVER



32-Piece Mahogany Chest outfitted with SHERATON



COPYRIGHT, 1909, BY THE STANLEY RULE AND LEVEL COMPANY

Stanley Tools

THE "BAILEY" Iron Plane has been the standard for over forty years and during that period has always maintained the leading position. From time to time other Iron Planes made in imitation of this celebrated plane have appeared upon the market. These imitation Planes are often put up with numbers and labels designed to make the consumer think that he is obtaining the "BAILEY" Plane. We are the sole manufacturers of the "BAILEY" Plane. Every Plane has the name "BAILEY" and the number cast in the bottom, and the name "STANLEY" is stamped on each cutter. Always insist that your order be filled with planes made by the Stanley Rule & Level Co., which carry with them a guarantee backed by a Company who have been manufacturing Carpenters' and Mechanics' tools for over half a century.

We are now prepared to ship from our Canadian Works all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to:

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

PLYMOUTH ROPE

Do you wish to please your customers?

It sometimes takes only a small thing to do it. Try this way: simply stock and offer them a thoroughly first-class brand of rope. We suggest

PLYMOUTH ROPE
"The Rope You Can Trust"

PLYMOUTH rope is made in one grade only, and we take pride in making that the best in the world.

PLYMOUTH Manila is what your trade needs for wear and long service. It won't wear out like common cheap rope.

PLYMOUTH Sisal rope is made in the same workmanlike manner as PLYMOUTH Manila, and is better than the second-quality Manila rope being offered to the trade.

Write for folder, "The Rope You Can Trust."

Ask your Jobber for PLYMOUTH.

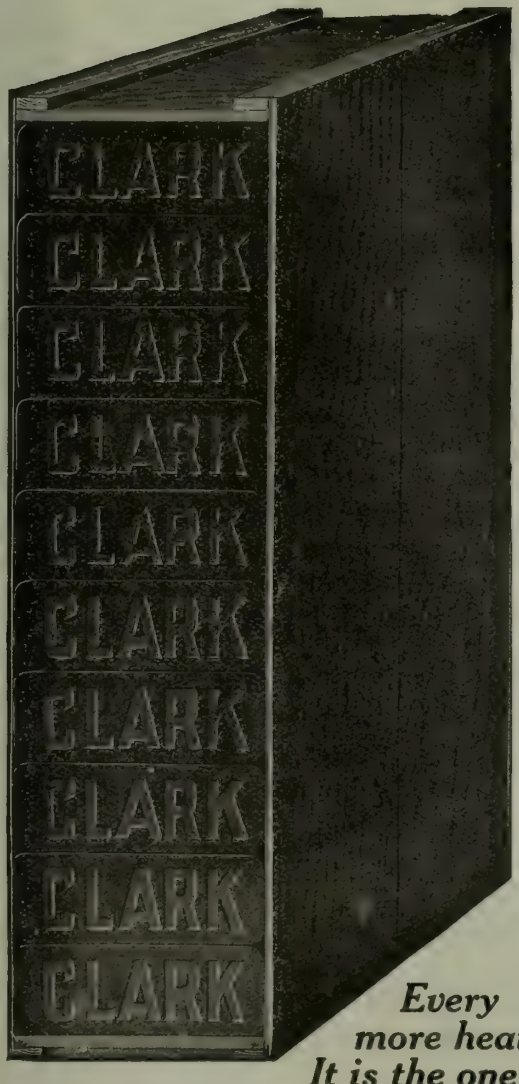
INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

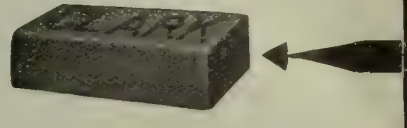
55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO, ST. JOHN, MONTREAL, WINNIPEG, HALIFAX, VANCOUVER

Don't monkey with trashy fuel for automobile, sleigh, carriage or wagon heaters



It doesn't pay. Every customer who buys fuel bricks from you that do not turn out well has less confidence in you for the future. You can't build a larger business on that kind of deal. When you buy heater fuel you do not want fuel that is good one shipment and poor the next—you want fuel that can be depended upon to be right every time—fuel that always burns and gives the maximum amount of heat without flame or smoke or smell. There is but one fuel brick made which **always** meets those requirements and that is **the celebrated**





CLARK COAL

Every brick is guaranteed to yield 25 per cent more heat than any other fuel brick on the market. It is the one great heater fuel.

OUR ABC FUEL BRICK is a second grade heater fuel that we guarantee to be the equal of any brick on the market outside of our ***Clark Coal.***

CLARK HEATERS are each guaranteed to please the user or no sale. They are made right, are widely advertised and sell faster than any other make on the market.

Practically every jobber of importance in Canada carries this line. Now is THE time of all the year to sell these goods. Order some today.

CHICAGO FLEXIBLE SHAFT CO., 250 Ontario Street, CHICAGO

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET



OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

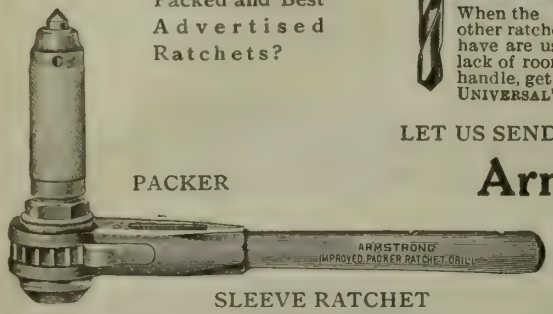


When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

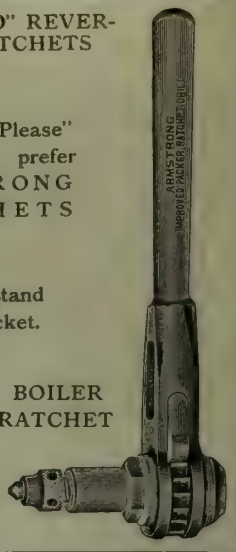
They stand the racket.

LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET

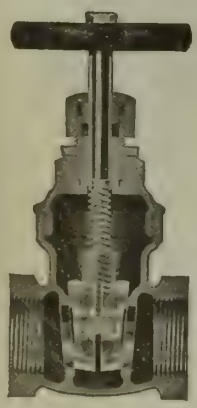


BOILER RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

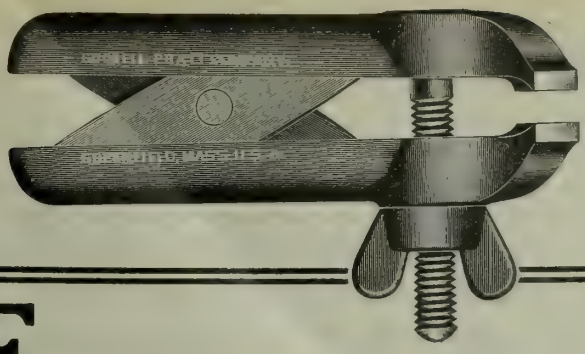


Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.





SEE

Goodell-Pratt's Hand Vises

Their construction is worth investigating, and you will then have something to talk about.

Note that they are so constructed that THE FACES OF THE JAWS ARE ALWAYS PARALLEL regardless of how far they are opened.

SEE THE POINT?

GOODELL-PRATT COMPANY

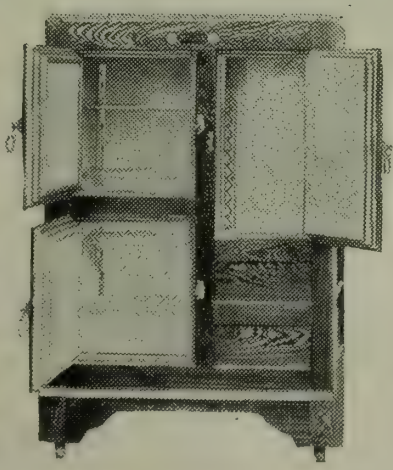
Toolsmiths

GREENFIELD, MASS., U.S.A.

THE "BARNET" REFRIGERATOR

Without doubt the Best Refrigerator on the market is the "BARNET," manufactured by the Barnet Mfg. Co., Limited, of Renfrew, Ontario.

This Refrigerator is in a class by itself and will stand a test which no other made will do. It is sold with a positive guarantee that provisions of all kinds may be put in it, all in the same compartment, and there will be no taint or odor from one to the other.



Always pure and sweet. If you are a live dealer you can not afford to be without this line. We make special sizes to order, with ice doors in front, back or side, as required, also Cold Storages for Hotels, Butchers, Grocers, Clubs and Florists. Write us for prices and catalogue.

THE BARNET MANUFACTURING CO., LIMITED

RENFREW, - - - - - ONTARIO

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

CASH REGISTER—Stylish nickel plated detail adder. Registers one cent to twenty dollars. 5 year guarantee. For quick sale, $50.00. Particulars R. O. Smith Co., Orillia, Ontario. (51)

FOR SALE—1 Dey Time Recorder, 100 hands, in first-class order. Just the thing for hardware shop or small factory. Reason for selling, not large enough to handle force. For full particulars apply to The National Manufacturing Company, Limited, Ottawa, Ontario. (51)

BUSINESS CHANCES

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE—$13,500 will buy a good hardware and furniture business on the Goose Lake line C.N.R., Saskatchewan, including stock, store and warehouse on corner lot. Residence and lot. Stock carried $8,000. Terms half cash, balance arranged. Do not answer unless you mean business. Address reply to Box 1050, HARDWARE AND METAL, Toronto. (49)

HARDWARE FOR SALE—Stock $4,000, doing good profitable business. Stock in good shape. Western Ontario. Worth investigating. Box 1053, HARDWARE AND METAL, Toronto. (52)

COMMISSION LINES WANTED

WANTED by responsible, energetice firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgary, Alberta. (55)

SITUATIONS VACANT

WANTED—Good hardware clerk. Apply, stating age, experience and salary, to The Geo. Taylor Hardware Co., Cobalt, Ont. (49)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOON to every Hardwareman. A perfectly reliable fountain pen is to be found in the Beaumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of tricknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BY paying a small amount each month you can buy a first-class rebuilt Typewriter from us at bargain prices Stock taking is only a month away. We do not want to carry any of these machines over We can give you any make. THE MONARCH TYPEWRITER COMPANY, LIMITED. 98 King Street West, Toronto.

MISCELLANEOUS

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

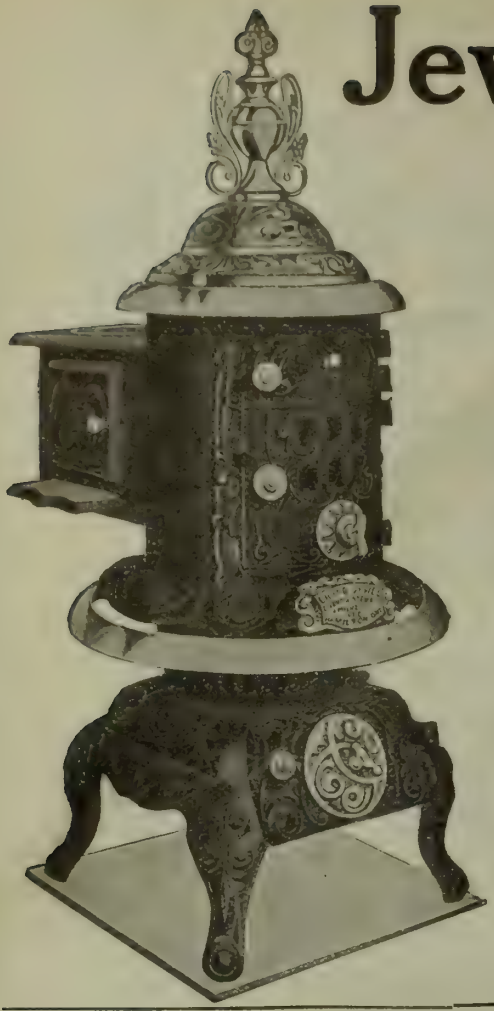
Here is a tea kettle that sells on sight.

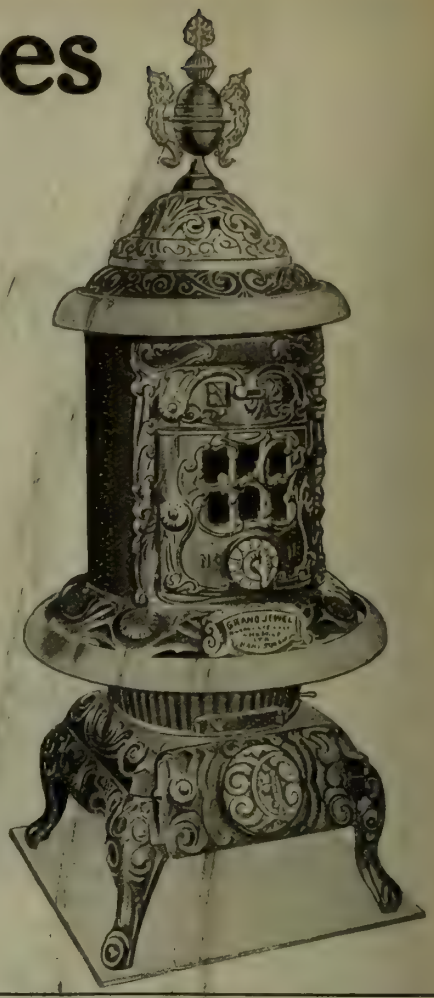
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is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen, that little or no argument is required to make sales.

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

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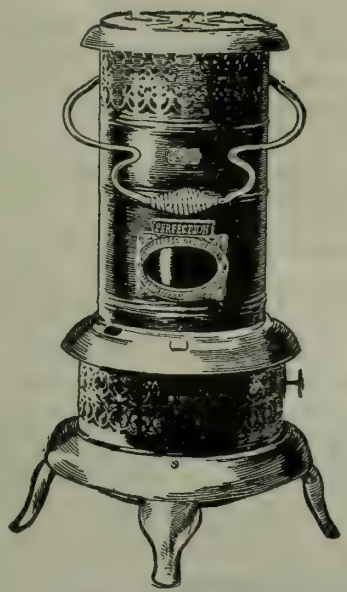
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Rayo



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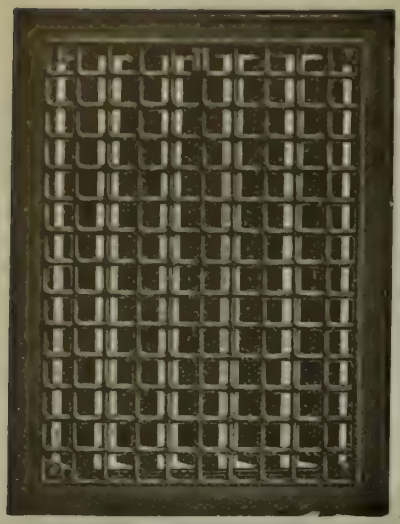
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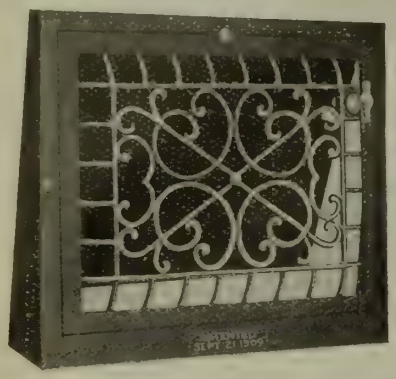
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A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

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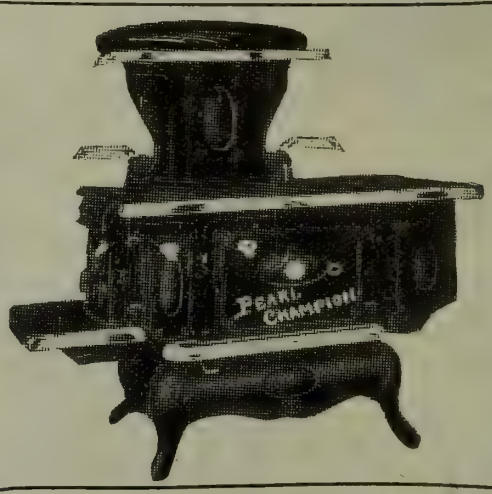
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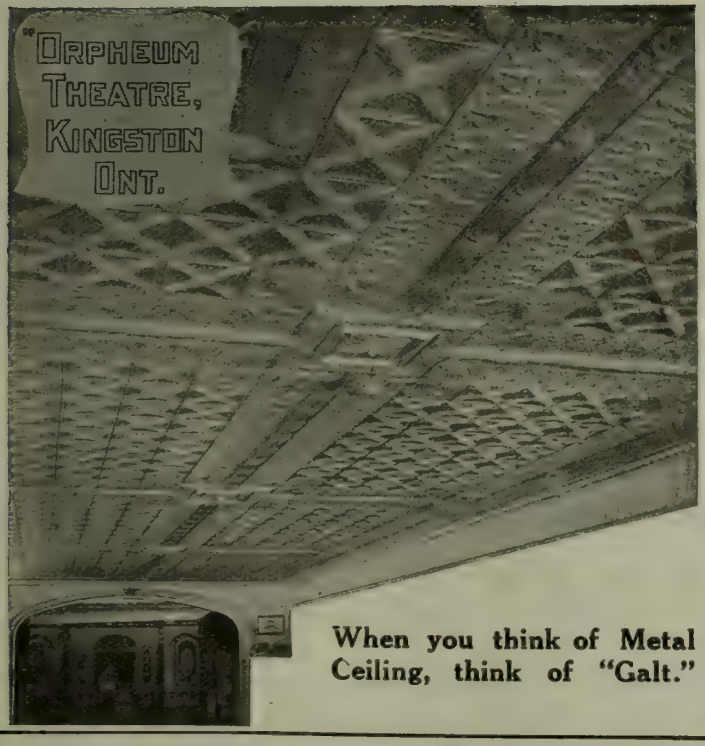
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Number	Line Wires	Inches High	In. Stays Apart	Sizes of Wire	SPACING Between Line Wires	Price Per Rod	Number	Line Wires	Inches High	In. Stays Apart	Sizes of Wire	SPACING Between Line Wires	Price Per Rod
6-40-0	6	40	22	No. 9	7, 7, 8, 9, 9,...	19½c	8-48	8	48	16½	No. 9	4, 5, 6, 7, 8, 9, 9	28c
7-40-0	7	40	22	" 9	5, 6, 6, 7, 7½, 8½	22c	9-48-0	9	48	22	" 9	3, 4, 5, 5, 6, 8, 8, 9	28c
8-40	8	40	16½	" 9	3, 4, 5, 6, 7, 7, 8	27c	9-48	9	48	16½	" 9	3, 4, 5, 5, 6, 8, 9, 9	30½c
7-48-0	7	48	22	" 9	5, 6, 7, 9, 10, 11	23c	10-50	10	50	16½	" 9	3, 3½, 3½, 4½, 5½, 6, 8, 8, 8..	33c

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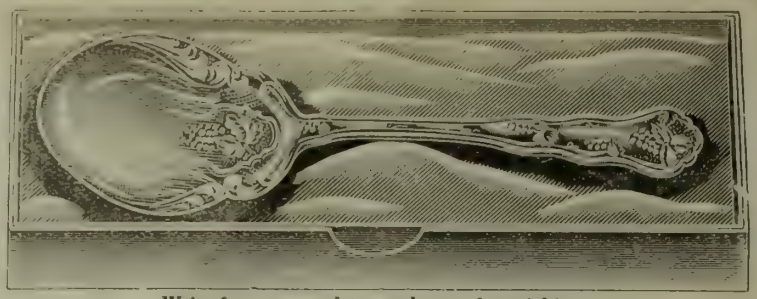
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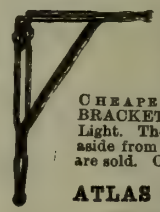
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Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOL HOLDERS.



ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 250 Lemoine Street
MONTREAL

The Winnipeg Painters' Supply Co.
Propose opening in Winnipeg, and are open to receive Catalogues, Price Lists, etc., from manufacturers.
(53) Box 2166, Winnipeg, Man.

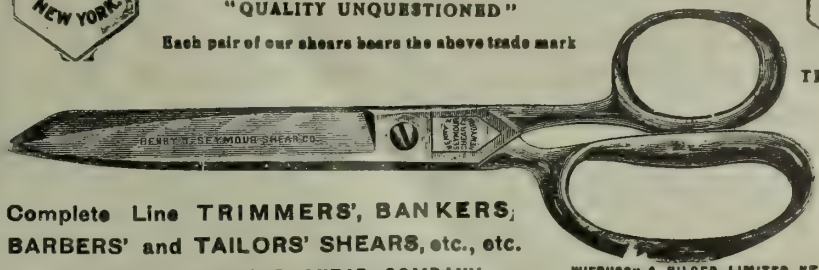
MOP STICKS MOP STICKS
Made in Canada
One if not the most complete, line of Mop Sticks made in any factory on the continent. Combination Brush — Cast — Spring — Screw — Stamped Steel — Wire Automatic Spring Grip—Self Wringing—Crank Wringing—Janitor's—Hotel—Long Handled Dusting — in various styles, lengths and sizes. Cotton Mop Heads in sizes to suit. Priced to sell at popular prices from 10c. to 75c. Practically all the leading jobbers carry "THE TARBOX BRAND."
Manufactured by
TARBOX BROS. - - Toronto
(Established quarter of a century under the same personal management.)

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS, BARBERS' and TAILORS' SHEARS, etc., etc.
HENRY T. SEYMOUR SHEAR COMPANY
WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

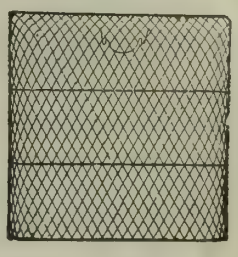


MADE BY
A. SHAW & SON, - London, Eng
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

SPARK PROOF FIRE GUARDS AND FENDERS



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

Sharratt & Newth's Glaziers' Diamonds

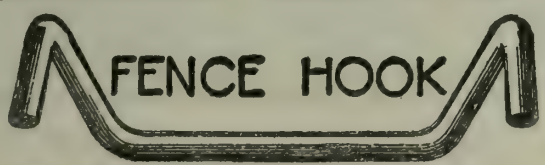
are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets of Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

Brass Quality



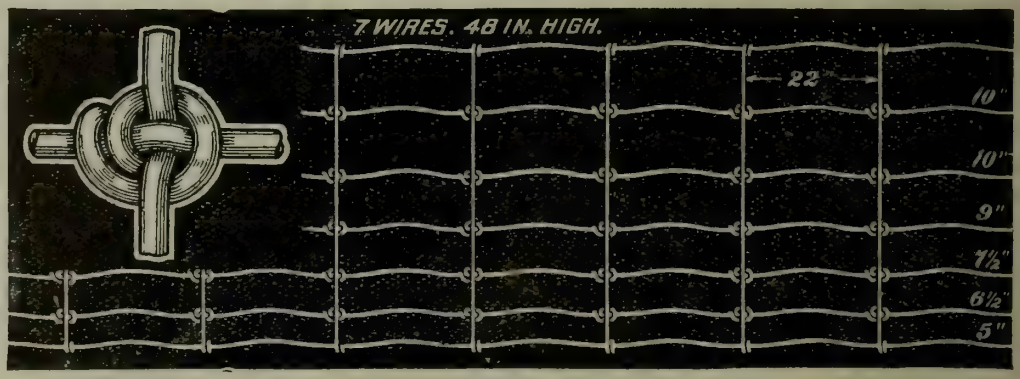
THE Morrison standard of excellence has been maintained through many years of painstaking effort, and has no equal in the trade. If you want the very best Steam Goods we are in a position to guarantee thorough satisfaction.

THE JAMES MORRISON BRASS MFG. CO., Limited

93-97 Adelaide Street West, - TORONTO

THIS is "Dominion Special"

"The Landmark of the Future"





The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL

Suggest this for a Xmas Gift



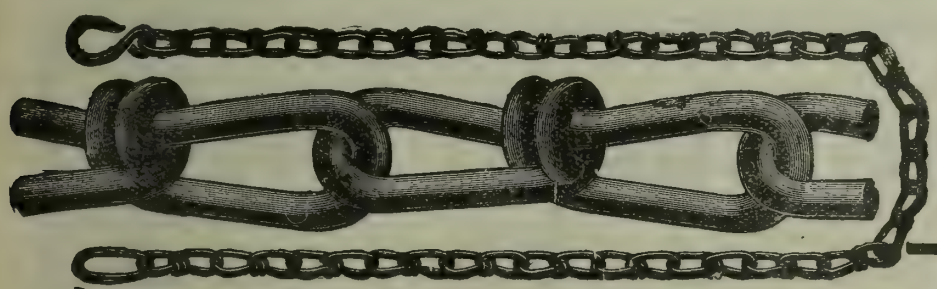
Every fairly-well-to-do householder in your locality is a "red hot" prospect for this

"Automatic" Hand-Power Vacuum Cleaner

and now is the right time to suggest to every householder that this labor-saving machine would be the best of Christmas Gifts for his wife. This "Automatic" is the one thoroughly practical hand power machine. It is easier to pump, easier to carry, easier to empty and has far more powerful suction than any other hand-power machine on account of our exclusive double tank system. Slip joints used on all connections, making them instantly detachable and interchangeable. It is the most durable machine, made entirely of malleable iron and steel, and the only hand-power machine that "Blows" as well as "Sucks." Guaranteed for one year against all defects of manufacture. Will last a lifetime with ordinary wear and tear.

Onward Manufacturing Co.
Berlin - - - Ontario

LIBERAL TRADE DISCOUNTS.
WRITE US FOR PARTICULARS.



New Trade Possibilities!

Every Hardwareman has New Trade Possibilities within his reach who is handling

GREENING'S TIE-OUT AND TRACE CHAINS

These well-known goods are in general demand, because they give the maximum of strength for weight of material used. We draw the wire used in our own mills and take particular care that only the very best material is employed. There are many pointers in our catalogue which will help you to get after new business. Study it carefully! The time occupied will be well spent.

The B. Greening Wire Co., Limited
Hamilton, Ont. - - Montreal, Que.



The Mails are bringing us record-breaking orders for

PRESTON SAFE-LOCK SHINGLES

PRESTON Safe-Lock Shingles are made and galvanized according to British Government specifications. They are safe-locked on all four sides. Wind, lightning, fire, rain, snow and moisture proof. Unaffected by strains caused by shrinking of sheeting or setting of building. : : : : : :

Business is good with us. How is it with you? Are you getting your slice of the steel shingle trade? If you are not, it would be a good plan to write us at once about securing an agency for PRESTON Safe-Lock Steel Shingles. PRESTON Shingles are a profitable line to handle. The demand is already very large, and is becoming greater every day.

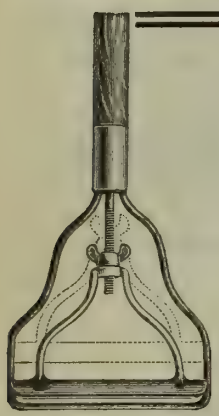
This is our growing time. Why not grow with us?

Metal Shingle and Siding Co., Ltd.

Branch Office and Factory,
MONTREAL, QUE.

Preston, Ontario

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neill & Co.



The "ELY" DANDY Janitor Mop

Eighteen Styles of

Mop Sticks

Twenty Patterns of

Cross-cut Saw Handles

and other Specialties

Send for Catalogue



"ELY'S" DANDY MOP WRINGER and BUCKET COMBINED.



"ELY'S" DANDY No. 4 CARPET BEATER

This Beater is also made with the SUREHOLD HANDLE. Wire goes through handle and CANNOT COME OFF.



THEO. J. ELY MFG. CO.

GIRARD, Pa, U.S.A.

Thorne Hold-Fast Metal Bars

FOR MODERN STORE FRONTS



Cut shows

WILLIAMS BUILDING

REGINA

Glazed with Thorne Metal Bars.

This bar is undoubtedly the most up-to-date bar made.

Samples and special Catalogue mailed on REQUEST.

Write nearest office.

Sole Canadian Agents:

THE HOBBS MANUFACTURING COMPANY, Limited

LONDON TORONTO MONTREAL WINNIPEG

One Issue Sufficient

S. B. McClung & Co., Trenton, inserted the following advertisement in our November 26 issue:—

FOR SALE—One set of tinsmith's tools and machines.
S. B. McCLUNG & CO., Trenton, Ont. (47tf)

November 28 they write us as follows:—

GENTLEMEN,—You may withdraw our advertisement as tools are sold. **one issue was sufficient.**

(Signed) S. B. McCLUNG & CO.

The cost of this advertisement for one issue was 30 cents. Hardware and Metal "Want Ad." page offers the most economical and most effective method for locating the man who is looking for the very proposition you have to offer.

It is read every week by the best hardware dealers, clerks, travellers and manufacturers in every province of the Dominion. Have you any proposition of interest to these men?

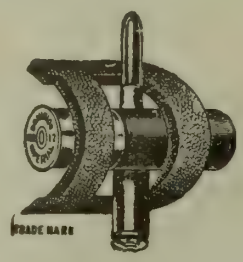
"Want Ad." rates (payable in advance), 2 cents per word first insertion, 1 cent per word subsequent insertions; 5 cents additional each insertion when box number is required.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG

REASONS WHY YOU SHOULD BUY

Dominion Ammunition



Stands for Quality.
Means best Profit.
Stands for an absolute guarantee to you.
Means satisfied customers.
Stands for attractively labelled goods.
Demanded by the most successful shooters in Canada.

MANUFACTURED BY

Dominion Cartridge Company, Limited

AMMUNITION MANUFACTURERS : . : MONTREAL, CANADA

KEMP'S NICKEL-PLATED GOODS MAKE CHOICE CHRISTMAS GIFTS

Regal Tea and Coffee Pots

Made from heavy copper, white metal trimmings, seamless bodies. Quadruple silver lining over block tin.



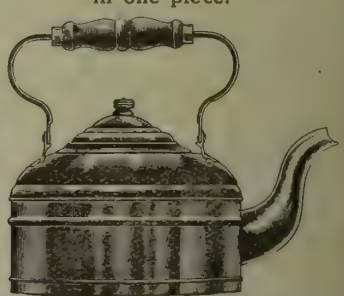
Solid silver in pattern and finish.
Made in all standard sizes. Packed separately in cardboard boxes



Hinged lip on spout.

Climax Hot Water Kettles

Made from finest sheet copper. Bodies and bottoms stamped in one piece.



Spouts double to body with handle stops on ears.

PRICES ON APPLICATION

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET. MONTREAL, QUE.

Sporting Goods Should be Featured at Christmas Time

Dealers Should Push Sporting Goods More Than They Do—Customers are Less Likely to Select the Wrong Article When Purchasing from the Sporting Goods Department—Valuable as a Means of Display—The Treatment of the Small Boy Customer.

It is extremely doubtful whether hardware merchants make enough of their sporting goods at Christmas time. Probably the merchant who is not a sporting enthusiast himself or who has been so unfortunate as to have no boys and girls of his own does not quite realize how fascinating a sporting goods article is to the majority of people. Talking to a sporting goods jobber on the question of the sale of these lines at Christmas the information was brought out that enough use was not made of sporting goods at Christmas time. "In the first place," said the jobber, "sporting goods are appreciated by young and old alike. Presuming they are seasonable lines, that is to say, toboggans, snowshoes, skates or hockey sticks, they enable one's Christmas holidays to be passed all the more pleasantly. Then again they are much easier to pick and choose from than other lines of presents. For instance, in buying a gift for a boy it is very easy to go wrong in the kind of articles selected. You buy him a toy, say an electrical railroad and he forthwith expresses the opinion that he would have preferred a steamboat or windmill, but if his tendencies are towards skating there can be no mistake. Any kind of skate will suit him."

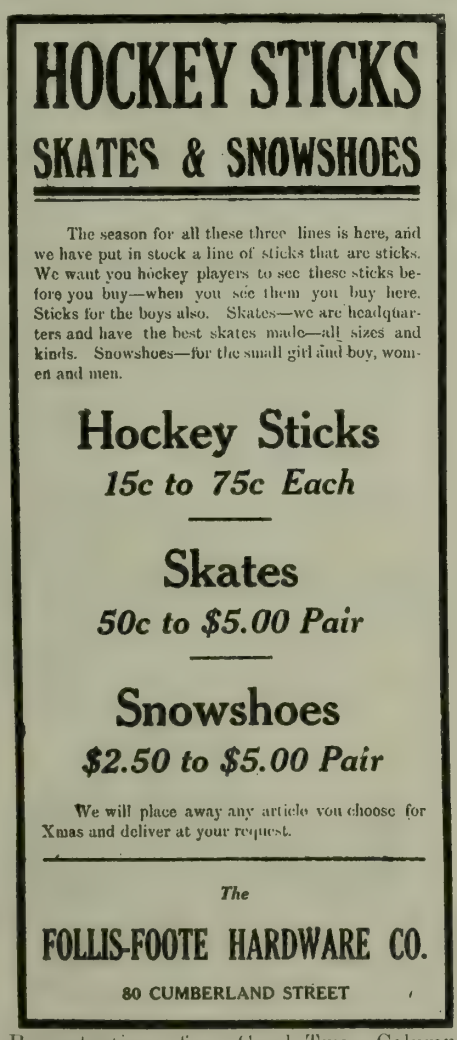
And it is the same with people of older growth. If a brother is fond of fishing then a purchaser knows that he or she cannot go far wrong in buying a rod or a fish basket or some of those accessories with with fishermen like to equip themselves. There is no doubt that for the "manly" boy or the "manly" girl there can be nothing more acceptable than something which will enable them to pursue healthy recreation in the open air. The dealer, therefore, who brings forward instead of keeping in the background his stock of skates, hockey sticks, pucks, toboggans, bob sleighs, snowshoes, air guns and on to the more general lines such as fishing tackle, guns, revolvers, jack knives, sporting coats, boxing gloves, punching bags, sweaters, gymnasium shoes, Indian clubs, etc., will create a stronger demand than probably he had any idea that he could secure.

There is a growing feeling that presents should be not so much novel as useful. The idea was at one time if a person bought an article that was entirely out of the ordinary that it conferred a much greater pleasure on the recipient than if it had been something which had not those characteristics.

But this has given place to a more common sense way of looking at things and it is now considered the most useful present is one which possesses the greatest amount of utility combined, of course, with a certain amount of attractiveness.

Good For Display.

There is one great advantage in showing sporting goods, and that is that they make magnificient window displays. There is no window design which is more genuinely-or-distinctly attractive than a sporting goods one. Whether an observer has sporting proclivities or not,a window that is composed of various lines associated with sport always commands a very large amount of attention. It is impossible to imagine any department of a store which can produce spectacular effects more effectually than the sporting goods, but even if the window is not devoted to these lines sporting goods can be made to combine with other articles in a most attractive way. For instance, even though you are dealing with a purely Christmas subject, sporting goods can be introduced with great effect. Santa Claus can be made to carry his goods on a toboggan or a bob sleigh. He himself can be equipped with snowshoes or skates. It is extremely easy to introduce sporting goods in any design the merchant may wish to use and they add to the attraction.



Reproduction of a Good Two Column Ten Inch Ad. Used by a Port Arthur Firm Last Week.

Display Necessary.

Sporting goods will not sell well unless they are prominently displayed. The dealer must show that he thoroughly believes that sporting goods make the most useful and acceptable presents or else many of his customers will fail to think so. The dealer has a lot to do with the influencing of his customers' choice at Christmas time. He can by making a dead set on a certain article and putting it up in attractive shape swing a lot of trade that way, and it is so in sporting goods.

The merchant should not be afraid of allowing his customers to examine his lines. Of course, we do not suggest that he should bring his most valuable guns down and place them in reach of the ordinary school boy, but lines which a certain amount of handling will not hurt can be placed within easy reach of customers. The small boy, like those of older growth, wishes to see and examine for himself. Young as he is he probably has formed certain ideas as to what kind of skate, hockey stick or toboggan he would like. Give him an opportunity of examining and the merchant not only saves the possibility of something being bought that does not exactly suit but his store secures the good will of the young owner. It must not be forgotten that the boy or girl buyer of to-day is the man or woman buyer of to-morrow and that if the good will of these youngsters is secured the merchant is creating strong customers in the future. The boy who is received by the clerk as if he were a customer of great importance, whose first purchase is received as carefully and as solemnly as if he were buying an expensive gun, and who leaves the store with an enhanced idea of his own importance becomes a booster of that store and not only influences other lads but by his chatter among the family circle influences his father and mother and they look at the store through the enthusiasm of their son. But take the reverse case, and presuming a lad is treated offhandedly by the clerk, and is made to take something that he doesn't want and who comes away with the feeling that he has been thought only a "kid" says to himself that when he grows up he will never buy at that store. He goes home and in his way knocks the store and influences other people around him. A merchant or a clerk cannot be too careful in these little things. No matter how inexpensive the purchase or how small the purchaser big trade in the future may depend upon the way in which the young buyer is treated.

Suggestions for Preparation of Holiday Advertising

An Ottawa Hardwareman Increased His Holiday Trade 50 per cent. Last Year by the Use of Circular Letters and Booklets, Coupled with Improved Store Service—Pointers Helpful in Preparing Ads.—Assist the Printer in Making the Ads. Effective.

W. A. Rankin, Ottawa, who made a special effort to push his holiday trade a year ago, planned his campaign early and just as Hardware and Metal has been urging readers to do for the past month or two. Where many retailers endeavor to secure trade by offering a ten per cent. discount on holiday goods or announcing cut prices on certain lines, Mr. Rankin maintained his prices and engaged extra help, increasing his staff ten per cent. with the result that his holiday trade during the week before Christmas increased 49.13 per cent. and the business was handled more easily than in former years. On December 1. Mr. Rankin sent out the following letter to customers:

> Dear Sir or Madam,—The festive time of Christmas is almost upon us now, and we therefore take this opportunity of drawing your attention to the fact that the Hardware Store is the very place to buy Xmas presents of the useful and lasting kind.
>
> To give you a full detailed list of the many varieties of this class of goods we carry in stock would make this letter too long, so we enclose for your perusal a small booklet of some of the goods and the prices of same which we have for your inspection, and which are in every way suitable for Christmas presents;
>
> A visit to our store will further convince you of these facts.
>
> We thank you for past favors and in soliciting a continuance of same, we wish you a most enjoyable Christmas and a prosperous New Year.
>
> Yours faithfully,
> W. A. RANKIN.

With the letter went a 12 page booklet containing a list of very practical presents and the results, as far as could be traced, went considerably towards making up the increase referred to.

Urges Practical Gifts.

Gerry Bros., Port Arthur, during the week before Christmas took a large space about 12 inches deep spreading across a newspaper page, and featured such articles as silverware, cutlery, safety razors, skates, sleds, snow shoes, roast pans, food choppers and washing machines. They opened and closed their ad. with the following paragraphs:

> Some people have the idea that a hardware store has no suitable Christmas Goods from which to choose. Just glance over our list to be convinced that we have the right to stand in the top row of Christmas Gift stores. Our silverware department offers exceptional opportunities for sensible, pleasing gifts, and at prices to suit all."
>
> "The Best Gift of All. Buy the wife a Velox Water Power Washing Machine and save her backaches for a lifetime. Only $16. Simple to operate, nothing to get out of order. Does the washing while you are employed at other household duties. Every washer sent out on 30 days trial."

Features Skates in Ad.

T. McAvity & Sons, St. John, N. B., used a four column space in the St. John Telegraph of Nov. 26, all the space being devoted to skates, sixteen patterns being illustrated, each cut being accompanied with a paragraph describing its features, while sizes and prices were given in a second paragraph, the prices being printed in black type. Hockey sticks, pucks, straps, etc., were also given some space at the bottom of the ad.

That the ad. was intended to draw both city and country business was evidenced by the announcements that for 30 cents in addition to the price any pair of skates would be expressed to any point in the Maritime Provinces.

ORIGINALITY IS NEEDED.

In preparing his Christmas advertising, the merchant should aim to achieve something out of the usual run. A bare statement of facts will not do. There must be something to catch the eye, a bright illustration, or an opening remark sufficiently interesting and terse to impel the perusal of what follows.

Hardware Store Gifts Are Appreciated

Because They are Useful as well as Ornamental



A Tool Chest Will Please the Boy

Give the Boy a Tool Chest

and let him hammer away to his heart's content. We have tool chests of all sizes for all sizes of boys. Better step in and see them before Christmas.

Xmas Pocket Cutlery

We have in stock over 1200 Pocket Knives for you to select from in every size, style, and quality, at all prices.

This is the Place to Buy

Wiss Scissors and Shears, Gillette, Ever-Ready and Star Safety Razors, Ever-Ready Flash Lights, Silver-ware, Nickel-ware, Aluminum ware, Fine Carving Sets, Etc.



The Little Folk drop all other gifts to welcome Santa Claus and his ***Bissell Toy Sweeper.*** The lady of the house will appreciate even more than the children a gift of a genuine Bissell Sweeper. She knows there is none better and that it means a great saving of hard work for the coming ten years. We offer a large line to select from, varying in price from **$2.50 to $5.00**



Sleds, Skates, Tobogans & Toys.



Our stock in the above lines is overflowing and it will surprise you to see the variety we have.

The Four Universals

The Universal Percolator, Food Chopper, Bread Maker and Cake Maker all make very acceptable Xmas gifts. We are showing a complete line of the above in all the styles and sizes.

Some New Things for the Kitchen

will meet with the housekeeper's approval. A few of the useful articles we offer are:

Lisk Enamel Steel Roasters, and Kitchen Utensils of all kinds Savory Roasters, Tinware, Woodenware, Wire Goods, Etc., Etc.

Illustration Showing How Cuts Help to Brighten a Holiday Ad.

A Christmas ad. should possess originality and an interest for the reader distinct from any other ad. in the paper.

One of the readiest methods of accomplishing this "brightening up" of advertising matter is to use carefully selected illustrations. Hardware merchants have good opportunities in this respect, for their stock comprises a variety of articles which readily lend themselves to newspaper display. Christmas lines of hardware are particularly adaptable to this purpose. It is very easy to obtain suitable cuts; the jobbing houses will supply any number to their customers and send with them a bright line of talk on which the matter of the ad. can be based. The effectiveness of an ad. is so appreciably brightened by such means, that every hardware man should avail himself of the opportunity thus presented and conduct a live publicity campaign. It will be found a paying plan.

It frequently happens that the ideas of the writer of an ad. are most sadly distorted by the printer. It may be that the type used makes it impossible to get all the reading matter into the allotted space. It is not an unusual occurrence for printers under the circumstances to drop out some parts without consulting the advertiser. If the sentences omitted happen to contain the most telling statements, the whole pith of the argument in fact, it is all one to the printer. He may, on the other hand, omit a cut, or rearrange the matter so that it will fit into the space, even if the appearance of the ad. is sadly altered by so doing. The printer is perhaps not wholly to blame, as he is generally rushed for time and must do the best he can with perhaps a limited assortment of material. The advertiser should, however, make it his business to keep in touch with the printers, perhaps even go to the trouble of visiting the newspaper office and of explaining just what is wanted. It will be found that more satisfaction is gained in this way and full value will be obtained for the money invested in the newspaper space. If the printer finds that a merchant is paying fu'l attention to his advertising, he will in turn do his best to give satisfaction; if, on the other hand, he finds the merchant neglectful, he is pretty sure to assume the same attitude himself.

Hardware and Metal Subscribers' Letter Box

Any Question on Trade Subjects Will be Answered by the Editor in This Department. If the Correspondent Does Not Desire Publicity, He Can Use Initials. As Information for Replies is Sometimes Hurriedly Gathered, Replies May be Incomplete, and in Such Cases Additional Addresses or Information Secured From Readers Will be Published the Following Week.

LEADED IRON.

Orillia Hardware Co., Orillia: Where can we buy leaded sheets 24 and 28 gauge, and leaded angle iron?

Leaded sheets, or what is called terne (as there is more lead than tin in the making) can be obtained from metal jobbers, although the gauges referred to are not usually stocked. Leaded angle iron (joints for leaded glass windows, we suppose) can be secured from the James Robertson Company, Montreal and Toronto.—Editor.

TRACK AND HANGERS.

P. D. McCallum, Glencoe: Give us the names of manufacturers making track and hangers for moving heavy machines.

Taylor Forbes Company, Guelph, and W. D. Beath & Son, Toronto.—Editor.

SEAMLESS TUBING.

Ivan A. Bailey, North Sydney, N. S.: Where can I purchase thin aluminum, copper or iron seamless tubing, 1, 1½ and 2 inches in diameter?

Metal jobbers in Toronto, Montreal, St. John or Halifax can procure these on special order, if the gauge is given. Parke & Leith, 205 Yonge street, Toronto, are importers of aluminum products. The Booth-Coulter Copper & Brass Co., Toronto, are specialists in copper products. John Millen & Co., Montreal, carry a stock of Shelby seamless steel tubing.—Editor.

CHIMNEY BRUSHES.

T. G. Downard, Kenora: Where can I procure a 10 inch flue or chimney brush head?

Boeckh Bros., 80 York street, Toronto. —Editor.

GRATES FOR FIREPLACES.

J. W. Fleming & Son, Blenheim: Who are manufacturers of grates for fireplaces?

Barton Netting Co., Windsor; Whitaker Stove Works, Windsor; Canadian Ornamental Iron Works, 107 Sumach street, Toronto; and British-Canadian Hardware Manufacturing Company, 40 Queen street east, Toronto.—Editor.

ELECTRIC LIGHT GLOBES.

J. W. Fleming, Blenheim: What concerns sell shades for electric light globes?

Canadian General Electric Co., King and Simcoe streets, Toronto, and James Manison Brass Manufacturing Co., 89 Adelaide street west, Toronto.—Editor.

GOVERNMENT STANDARD WHITE LEAD.

"British Columbia": Can you give me any information regarding the government standard of white lead?

Government standard lead is 92 per cent. pure white lead, 7½ per cent. oil, and ½ coloring matter. Several white lead manufacturers use the yellow label of the White Lead Association of Canada to mark their product as Government standard, while other manufacturers give the warranty over their own name. John Hyde, Montreal, is secretary of the White Lead Association of Canada.—Editor.

WASTE PAPER.

Alex. McArthur & Co., Montreal, write in reference to inquiry in Hardware and Metal of Nov. 19, regarding waste paper. "This item is of considerable interest to us, as we purchase large quantities of this material, but we observe our name was omitted from the list of purchasers' names."

GASOLENE BURNERS.

M. Davey, North Bay: Who are the makers of gasolene burners?

Clayton & Lambert, Detroit; McClary Mfg. Co., London; and Otto Bernz, Newark, N. J.—Editor.

PRICE CUTTING ON NAILS.

Editor Hardware and Metal.—A few weeks ago the Wholesale Hardware Association met in Montreal, and all the jobbers agreed to maintain the price on staple goods, which could easily have been done.

Last Saturday I got my price for booking nails for May 1, 1911, delivery, and last night took an order for 50 kegs at $2.30 base F.O.B. Gananoque. This morning a traveler for a Toronto house offered the goods at $2.25 base F.O.B. Toronto; so you see that the trouble is jobbers will not do as they agree, which, to my mind, means that the association is not any good. I know of a traveler selling merchant iron this week at $1.70 base F.O.B. Montreal, and had to do it to meet the price the mill is selling this same customer at. The whole trouble is the manufacturers are out to-day selling goods to retailers, and not protecting the jobbers.

If the jobbers could be brought together in an agreement not to buy goods from any manufacturer who sells the retail trade direct, they could do themselves more good than by trying to cut each other's throats on prices.

Another incident came under my notice this week which was a bad thing for a jobber to do. A man near Picton was building a house. He went to the stores in Picton for prices on building hardware, and then ran across a traveler for a Kingston jobbing house who sold him the hardware for his house at wholesale prices.

My opinion is that the manufacturer should protect the jobber, and the jobber protect the retailer. If this is not done where are we going to end?

A Traveler.

Belleville, Nov. 17.

HARDWARE AND METAL

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THE SLAUGHTER OF DEER.

That Ontario's game laws are in need of amendment is evidenced by the exhibition of carcasses of deer hanging in front of butcher shops and restaurants in Toronto and other cities during the past month.

The restriction of one deer to each hunter was intended to put a stop to the slaughter of deer for commercial purposes but it has not done so. While each hunter is restricted to one deer, the weakness appears to be that each hunter is not restricted to one license. But wherever the fault lies, the Government has a duty to perform and that is to so amend or enforce the law so that the exhibition and sale of deer carcasses shall be prevented and the preservation of deer hunting as a sport is ensured.

Enquiry should also be made as to how the big hotels secure their supply of small game, and if it is true that certain "sportsmen" controlling game preserves make frequent visits to these resorts and return with bags of a hundred or more, which are sold to the managers of the big hotels, a stop should be put to this practice by the placing of a restriction upon the number to be shot and the method of their disposal.

One of Canada's greatest heritages is in danger and many classes of merchants stand to lose heavily if hunting is to become a "business" instead of a "sport."

THE METAL SITUATION.

Barring the continuance of the fireworks in the London tin market there is very little change in the other markets. So far as it can be judged the consumption demand generally is very steady. It is anticipated, although even this may get a check in the next few weeks, that at the turn of the year will be seen a decided stimulation in legitimate buying, and that instead of the speculator being on top the consumer will take his place. This is especially hoped for in the case of iron and steel in the States where a depressing year is ending up with very little tangible improvement. The fact that merchants are taking future contracts without any premium is not the best of signs, in one way, but undoubtedly this has tended to increase future business, and may be the means of starting the ball rolling. All the large corporations have been economizing on their buying but this they cannot maintain forever They must come in sometime next year and the probability is that they will start early in the spring. All the way around things are fairly healthy, stocks are not heavy, and the first strong consumptive movement must be felt right the way through from the consumer to the furnace.

It is impossible to say much about tin. The movement now on is purely speculation and has laws of its own. Figures advance when they should recede, and recede when they should advance, and although to-day tin may be around £169, to-morrow it may be dropping to it's lowest point of the year. It all depends upon how long the bull party can carry the stocks they are piling up. Although copper prices in New York are showing a slight decrease there is no falling off in confidence. It is true that production is still away ahead of consumption, but holders are keeping well to prices and there is a feeling that copper is on the road to recovery. Spelter maintains a firm position in London and St. Louis.

Lead keeps surprising steady after it's record for the year and despite rather heavy importations to the Old Country maintains a fairly strong figure. It is rather a significant fact that domestic lead is so close to the import price. All the way around things are fairly solid and both first and second hands profess themselves to be pleased with the outlook.

REMEMBER THE SALESMEN.

A practice that is growing every year is for merchants to present one or more of their staff with a year's subscription to their trade paper. Hardware and Metal has noted quite a number of orders of this description going through in previous years and already these "presentation" orders are coming in, being usually accompanied by a request that a letter be sent the salesman, enclosing a receipt, and advising him by whom the subscription was paid.

The practice of having the head clerk, window trimmer, buyer or ad. writer each receive a copy of his trade paper is one which can only result in profit to the merchant as the more each one studies, the greater will be his capacity for work, and the greater opportunity for study, the more studying will be done.

With only one copy of a paper coming to a store it is not likely to be convenient at such times as the various members have opportunities to read the paper over. For instance, a stormy evening may cause a clerk to stay at home and if a copy of Hardware and Metal was at hand it would probably be read from cover to cover and some valuable selling helps gleaned by the clerk from the advertisements and reading pages.

Hardwaremen talk much, and rightly so, about "practical" gifts at Christmas time. What more practical can he give the members of his staff than subscriptions to Hardware and Metal?

KEEP THE STOCK NEAT.

The whole secret of many a successful holiday campaign is epitomized in that one phrase. Customers do not like to do business in stores where the stock is arranged in haphazard manner, or where the rush of trade has resulted in a complete disarrangement of the goods.

During the Christmas season, the volume of business is so great and the range of goods called for so wide, that many merchants allow their stores to get beyond control in the matter of neatness. This results from the clerks getting into the habit of not replacing an article after it has been moved from its original position. One customer may require to inspect a variety of goods before making a purchase and, if the store is crowded, the clerk will look after the next customer without taking the time to clear up first. The inevitable result is that the store soon resembles a junk shop and this condition of affairs is seriously detrimental to business.

Of course, customers cannot expect stores to be in apple pie order during the Christmas rush. They undoubtedly demand, however, that the stock be arranged with sufficient order and neatness to facilitate inspection. They do not care to select from mere piles of goods, heaped carelessly together on counters and tables. It is necessary, then, for a store to maintain a fair semblance of order, even if the work involved falls heavily upon the merchant and his staff. The clerks should do all in their power to help by using any lulls in the trade to straighten up the stock. Early in the

morning business is never brisk and the time thus afforded gives an opportunity to restore order. If a half hour or so every morning is devoted to this purpose, the store will present an orderly appearance at the start of each day and it will be possible to keep it reasonably neat.

"A place for everything and everything in its place," is a business axiom, which should not be forgotten, even during the Christmas rush. The neat store will draw better than the opposite establishment which is allowed to fall into complete disorder.

A DOUBLE MORAL.

One day this week a traveler walked into a Brantford hardware store with a stock of certain Christmas lines to show. "You are two or three week's late," said the proprietor. "I stocked up in these goods long ago and have been selling briskly already. There is no use of you coming around at this time of year." He added that the traveler might possibly get an order in a couple of week's as the stock might be depleted by that time, if the good trade done as a result of the early start, continued unabated.

There is a double moral in this incident—one for the merchant and one for the traveling salesman. It undoubtedly pays to stock early in the season and to be thus fully prepared when the time comes. The merchant in question had been early in the field and had done more than his share of business in those lines. It pays the salesman, or the firm he represents, to get around in good time with seasonable and holiday goods. The early salesman catches the orders, provided of course that he does not overdo it and make his rounds so much ahead of time that he is unable to arouse any interest in his goods. If the jobber starts early in his campaign, the merchants will probably do the same and the result will be an advantage all around.

INCENTIVES TO SALESMANSHIP.

Last January the members and employes of a Minneapolis hardware company enjoyed a unique banquet to celebrate the closing of a successful year and as the outcome of an interesting contest.

The firm offered its salesmen an extra commission on all sales for a given period preceding Christmas, and to make the matter more exciting the salesmen were divided into two teams with captains over each and it was agreed the team ending the stipulated period with a smaller total of sales than the other should pay for the banquet out of its extra commissions. At the finish, the total of sales showed a difference of only a few dollars, which proves the contest was a close and exciting one.

A similar contest between the various sections of Canadian hardware stores could be arranged to advantage, the net result being a big boost to sales and the creation of a better feeling amongst the sales staff.

Straight Talks on Hardware Salesmanship

TALK No. 4 BY VICTOR LAURISTON

You want to sell me a food- chopper.

I've just dropped in to enquire the price of a chopping knife. You are pointing out that a chopping knife is a sentence for life at hard labor, and that a food-chopper costs more at the start and saves more than it costs in the long run.

This is salesmanship. I appreciate the distinction. But I say: "I would like to see what sort of food-choppers Smith has to sell."

What do you say to that?

You say: "My friend, this is positively the best food-chopper on the market. It works more satisfactorily than any other food-chopper. It is, in fact, the only food-chopper that does give entire satisfaction. It has had a large sale. It will give you thorough satisfaction."

Jones, my friend, while you're telling me that, do you know what I'm thinking? And what I think is just what ninety-nine out of every hundred customers will think when you patter off that same story to them.

I tell myself—and each of them tells himself or herself: "Jones says this is the best food-chopper on the market. That's perfectly natural and quite excusable. Jones wants to make a sale. If it were a stove, or a can of paint, or a package of tacks, Jones would say it was the best on the market. That's part of the business. All honor to Jones! He believes in his goods."

But at the same time, Jones, you havn't shown us. Your general praise of that food-chopper is about as much help in selling it as kerosene would be in extinguishing a fire.

What you want to tell me, Jones, is the sort of stuff to answer the unvoiced questions that go jumping through my mind. Here's the way they jump:

"Will that chopper cut our mincemeat to the proper size? How does it chop suet for the pudding? Does it clog when the job's half through? Will that screw contrivance that fastens it to the edge of the table come loose after the first few turns of the handle and have to be tightened every minute or so? Will it be the deuce of a job to clean the inside of the chopper after it's been used?"

That's the sort of stuff that trots through the purchaser's mind, Jones: a lot of little, trivial questions coupled with the big question: "Is it worth the money?"

Answer the little questions and the big question is answered.

Show the purchaser the whole assortment of knives. Tell him what particular work each is for. Try each on in turn, showing how easily they can be changed. Tell him that suet chopped with an ordinary knife reveals itself in the pudding in little chunks, but that this contrivance with one of the knives grinds suet into a fine flour, which melts and imparts the same rich flavor to the entire pudding. Throw in a chunk of



Salesman: "This is the best food chopper on the market."

Customer: "Yes, but you will have to demonstrate that to me."

cabbage (cabbage is cheap) to show how easily the chopper works. Show that a little boiling water, shot from the hot water tap or kettle spout, will clean the chopper and leave it practically dry, and that taking it apart and putting it together is just an instant's work. Let him turn the handle himself, to show that the screw that holds the chopper to the counter edge stays tight.

You won't need to add the general observation that your chopper's the best on the market. You've shown your customer that it does the work he wants done in the way he wants it done. He'll want it and buy it, not because in a general way it's "the best on the market," but because it fills his particular need.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

White Lead.—Advance of 225c.

Brass and Copper Wire. — Discount now 50 and 10.

Toronto.

White Lead.—Advanced 25c to 35c.

Shellac Varnishes.—Up 20c to 25c a gallon.

Corrugated Galvanized Sheets. — Up 35c to 60c.

MONTREAL.

Dec. 2.—The markets have been undisturbed this week by any price changes. Trade has resumed a steady gait, with users continuing to buy only for immediate requirements, excepting maybe in the case of spelter. Tin is being kept back by the state of the London market, large users holding off as much as they can, and praying for a speedy smash to the bull operations. Despite this, however, as tin is wanted, fair business is being done. Copper is moving steadily, as the prospects are for a slight stiffening in prices, although New York has fallen back a point or two. Lead is not very prominent, but business may be considered fair. Large users of imported pig iron are out of the market, but the smaller buyers with no stocks are ordering steadily.

Altogether the week's trading has been satisfactory, and well up to the average. Stocks generally are not on the heavy side, and judging from the industrial activity going on, first hands and the jobbers anticipate good trading ahead. There is no doubt that the return of stability to the primary markets generally would bring in a lot of new business, but users are not prepared to purchase freely until it looks assured that the markets will not go back on them.

The tin syndicate in London has continued to rule the roost, and the slightest break in prices has been met with heavy buying. Heavy transactions have been recorded, and the market on the week's trading is higher. All this time legitimate buyers are groaning, and do with as little tin as they can manage. Copper sagged a little in New York, owing to a falling off in London, which of course is more speculative than New York, and therefore more easily affected by outside influences. Still there is plenty of confidence felt in copper, even though production is unrestricted, and consumption far in the rear. Spelter shows little change. The slight falling off, both in London adn St. Louis, is only natural, in view of the way the markets have been held, and is no evidence of weakness. Lead is unchanged but dull. Better domestic buying in the Old Country is anticipated, as consumers are reported to be not so well provided ahead as is usually the case. Cleveland warrants are keeping up well despite the interruptions of the coming election. The United States iron market is practically the same, with a growing feeling of confidence in next year's trading.

Pig Iron—Jobbing business continues good for imported iron, but large users are naturally out of the running for the time being. It is thought, however, that winter requirements have by no means been properly estimated, and that there will have to be plenty of scraping later on to satisfy the demand. Domestic furnaces report satisfactory new business, considering the contracts on hand. The situation in the States is very much the same. The sales of pig iron are light, and concessions in prices are still being made in some sections. It is believed that many of the large consumers are well covered for some six months, but the smaller interests are not so placed. Despite this, however, the opinion is growing that with the turn of the new year there will be a steady improvement in new business. The November tonnage in steel is estimated to be the lightest of the year.

Tin—Tin remains at 42c for jobbing lots, with a slightly better price for good round lots. Users continue to hold off and only buy for absolute necessities. Inquiries are moderate. The primary markets continue to keep stiff. There is very little slackening in the control of the syndicate, and there is no telling how soon or how far away may be the ultimate slump. Legitimate buying is naturally as light as can be under the circumstance, but there is not such bad business going through, as stocks in users' hands are not heavy.

Copper—Copper is unchanged at 14c, with good trade in moderate-sized lots. A somewhat better inquiry is noted. The weaker tone in New York induced better concessions for good round lots. There is plenty of confidence in New York in copper, despite the slight sagging consequent on the falling away of speculative prices in London, and the failure of buyers to round up in the shape that was expected. Holders do not lightly shade prices, and only big lots receive concessions. Exportations of copper keep up well.

Spelter—Spelter goes along undisturbed by any great price changes in the primary markets. Locally the trade is very good, and users are buying well in consequence of the stiffness that is in evidence in the primary markets. London has fallen away slightly, but nothing to denote as yet any change in the situation. St. Louis, too, has fallen back a little.

Lead—Lead is unchanged, both for import an domestic. Fair trade is moving, but there is nothing brisk about the situation. The English market is steady but on the dull side.

Scrap—The scrap market is unchanged. Cast and wrought iron are mostly in demand. We continue to quote:—Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Dec. 2.—Dullness dominates the local metal market. The trade at this season invariably tapers off, owing to the close proximity of the holidays and stock taking time. Between the present and stock-taking only orders that are absolutely necessary will be placed, manufacturers being content to get along on a barely requisite amount until the opening of the busier season.

No changes in price have been made, although both pig iron and tin made fractional gains during the week. In the case of tin, advices of an advance shortly are received, but there is no evidence of a rush to buy in anticipation of the raise. No one is desirous of thus assisting the syndicate in London and only small orders are placed.

Pig Iron.—The demand is not great and the market will continue dull now until well into the new year, when active buying will be resumed. Fractional advances were made during the week, but the local prices remain the same. Quotations are: Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—The changes on the London market have had but small effect locally and the prices quoted remain the same: 40c and 41c for small lots and 38c to 40c for ton lots and over. One local house received advices from New York to the effect that advances were on the tapis and that a change might be expected at any time. The threatened change has not resulted in enlarged orders, the prevailing impression seeming to be that the best way to steady conditions is to buy only what is absolutely necessary. Some surprise is expressed locally that the bull element has been enabled to control the London market so long.

Plates and Sheets.—There is a good demand for plates and sheets. Not only is the volume of orders for spot delivery satisfactory but advance demands for delivery after the first of the year are being freely received. The impression now seems general that the price is not going to be reduced and that advance orders can be booked without fear of loss. The advances in London on tinned iron sheets may affect the price after the first of the year when this line starts to move, but action will certainly not be taken before that time.

Copper.—The situation with regard to copper is quiet but sound. There are no

signs of an early revival in the demand but there is no uneasiness felt on that score. The American market is reported to be in such condition that it could drift along for some time before the producers would be forced to exert themselves to make sales. With regard to production, it is given out that there was an increase of 29,000 tons in the United States, but the consumption in America has gone up 31,000 tons, in England 19,200 tons, in France 2,500 tons, in Germany 7,500 tons and in all other countries 3,350 tons.

The local price has held firm despite the slackness now evidenced in the demand.

Lead.—The demand is comparatively strong. The local prices are $3.85 for domestic and $3.90 for imported in small bulk, a 10 cent. concession being made for ton lot orders and over.

Spelter.—The spelter market is quiet. Supplies are light and, while sellers are strong in their views, buyers are taking hold very carefully. They show no disposition to anticipate future wants but are content with small lots. The threatened advance has not worried them seemingly. The scarcity of offerings keeps the price up, local quotations ranging from $6.15 to $6.25.

Old Materials.—Prices remain firm in all lines but there is little disposition to buy. Stocks seem to be pretty well up to the mark and cases are known locally where chances to buy at reduced quotations have been turned down. Prices quoted are: Heavy copper and wire, 11¼c to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

Bolts and Nuts. — There is a fair movement reported in bolts and nuts, especially the common sizes. The market is firm, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Lumbermen's Supplies. — There is a stimulation in lumbermen's supplies, and axes, handles, cross cut saws and boot calks are showing a quicker movement. Lumbering operations promise to be on an extensive scale, and dealers are preparing accordingly.

Wire.—The demand is on the whole quiet. Some booking ahead is being done. No further change this week is announced, and we quote: Barbed wire, $2.25; plain twist, $2.55, galvanized wire, $2.20; base coiled fencing (9), $2.25; (12), $2.40; staples, bright, $2.60; galvanized, $2.85.

HARDWARE MARKETS

MONTREAL.

December 2.—Rush orders from dealers who have delayed buying have marked the trading this week. Apart from that, there has been little excitement, and business in a general way has been steady. On the whole, the volume of orders has been decidedly above the average, and jobbers are satisfied with the business done. Travelers are very confident as to future bookings and the prospects are decidedly hopeful.

Lines which come under the category of Christmas presents have been moving out well in a sorting-up way. The rush is over, except in the cases we have mentioned above, but dealers are looking over their stocks and adding to the lines that seem on the light side. Cutlery, silverware, razors, shaving sets and copper and brass lines are mostly prominent. The first-mentioned have been exceedingly active in demand, and one merchant says that he had never experienced such a season in cutlery.

Of the general lines, carpet sweepers, wringers, flat irons, meat choppers, pails and brooms are prominent. Enamelware and tinware are good movers, especially to the Northwest. The snowfalls have stimulated the demand for snow shovels, and sleigh heaters. Weather strip, horse blankets and lighting accessories have shown a sorting-up movement. Lumbermen's supplies have quickened, while there is still a steady movement in builders' hardware.

Booking is slow in screen hinges, poultry netting, and green wire cloth. The market is firm, with little change in quotations. Copper and brass wire has advanced, the discount now being 50 and 10.

Christmas Lines—There is a steady movement in a sorting up way from dealers who find themselves short on certain lines, while the usual rush orders have come in from merchants who persist in leaving off buying until the last minute. From all accounts this has been one of the best—to many the best—Christmas season on record, especially in cutlery lines. Apart from cutlery, silverware and cut glass, have quieted down very considerably. Razors, pocket knives, shaving and manicure sets, mirrors and scissors in cases, are in steady demand in a sorting up way.

Winter Lines—The snow falls have quickened the sale of snow shovels and sleigh heaters, also the sorting up call for weather strip. This is especially noticeable locally. There is a steady movement in food choppers, bread mixers, carpet sweepers, wringers, step ladders, baskets and brooms. Enamelware is prominent. The booking for spring lines does not show much improvement as yet, but some orders have been placed for poultry netting, green wire cloth, and fencing wire.

Sporting Goods — There is a good movement in skates, hockey sticks and pucks. Local hockey organizations are now in active preparation, and the demand in consequence shows stimulation. The snow falls have improved the demand for snowshoes, toboggans and sleds. Air guns, after a very good demand, have quieted down. Gymnastic supplies, such as Indian clubs, punching bags, boxing gloves, foils and sticks are steady.

Stoves and Ranges.—The demand continues to show improvement. Supplies are in good shape, and orders are met promptly. Heating accessories, such as coal hods, ash sifters, pokers and piping are in fair call.

Builedrs' Hardware — The building movement locally keeps up well, and consequently there is a steady demand for all lines of hardware. The market is firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.: sash cords, 32½ to 33c.

TORONTO.

Toronto, Dec. 2.—The hardware market is still quite active, the colder weather of the last few days having served as a stimulus to trade. Seasonable lines are now moving fast and Christmas goods are perhaps in greater demand than heretofore. Although the more progressive merchants had their holiday stocks in as early as a fortnight ago, a large proportion leave off ordering until the last possible moment and this combined with sorting up orders, keeps up activity in Christmas goods. The jobbing houses expect no diminution in the demand for a couple of weeks yet.

In heating goods the demand continues remarkably brisk for this season of the year and the manufacturers are receiving orders daily. The year has been indeed a remarkable one. "Our business has increased in every section from the Atlantic to the Pacific this year," said the local manager of one of the largest manufacturing concerns, "and we have not in many cases been able to cope with the demand." The manager in Winnipeg of the same concern, who showed an increase of $160,000 in the volume of business done during 1909 as compared with 1908, predicts that his 1910 record will be $200,000 better than that of 1909, or $360,000 more than in 1908—a remarkable increase for 2 years, particularly when it is considered that the district of this manager includes only a portion of the west.

Notice has been received from manufacturers of a new scale of prices for corrugated galvanized sheets, making an advance in some lines.

Seasonable Goods.—The colder weather has made the demand brisker in all seasonable lines. There has been a brisk trade in lined mitts and gloves, while blankets have been sold in large quantity. The same can be said of snow-shovels, weather strip, sleigh-bells, sleigh-heaters, sidewalk scrapers, tobog-

guns, snowshoes, sleighs, and all other goods of the same kind. Some snow would put the trade in these goods at its busiest but the demand is quite satisfactory as matters stand.

Household Goods.—The demand for household and kitchen lines is steady. Not being limited to any one season but being rather of the all year around variety it shows no marked increase or decrease at any time. Jobbers report, however, that the demand at present seems to have been quickened by the approach of the Christmas season. Pots, pans, kettles, stove accessories and cooking utensils of all kinds are moving satisfactorily.

Builders' Hardware.—The demand is now falling off and the end is deemed to be not far away. The season has been unduly prolonged and in some sections the result has been a much larger trade in builders' hardware than in past seasons. The movement in Toronto continues good and is likely to continue.

Heating Goods.—The stove and heating trade has kept up better than was expected. Orders are still coming in, the Toronto office of one firm receiving an order to-day for four furnaces. Although small when compared with the rush during October and November, this order indicates unusual activity for this time of year. Manufacturers have caught up on their stove orders but are still a little behind in furnaces.

Sporting Goods.—The sale in hockey goods and skates is now very brisk, orders from the West being particularly heavy. The advent of colder weather has resulted in sudden activity on the part of dealers and most of the demand is now for rush delivery.

Heavy Hardware.—There is a fair demand for bolts, nuts and rivets. The discount on carriage bolts are quoted: ¾ and smaller, 70; machine bolts, ¾ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—The slow merchant, who is always behindhand with his orders, is proving the life of the trade in holiday lines to-day. With Christmas less than four weeks off, dealers are coming out of their apathy and sending in rush orders. Jobbing houses as a result are very busy and report all holiday lines to be moving well. Cutlery is in demand and other lines, such as cut glass and brass, are in request almost equally.

Corrugated Sheets.—New quotations are given on corrugated galvanized sheets ranging from 35 to 60 cents. The revised scale, made by one manufacturer, is as follows: 22 gauge, per square, $6.10; 24 gauge, $5; 26 gauge, $3.85; 28 gauge, $3.65, less 10 p. c.

HARDWARE TRADE GOSSIP

Ontario.

W. G. Whyte, Arnprior, has been succeeded by Brennan & Griffin.

John Harman, Uxbridge, has joined the staff of the Aikenhead Hardware Co., Toronto.

W. W. Schweitzer, Emo, harness maker and hardware merchant, has sold his stock and business to C. R. Langstaff, who occupies the adjoining store.

T. E. Reeb and Sons' foundry and automobile supply store at Humberstone, Ont., was totally destroyed by fire on Nov. 23. The loss is $15,000, with insurance of about $4,000.

Clarence H. Booth, a Toronto man, son of George Booth, president of the Booth-Coulter Copper & Brass Company, has been appointed general manager of manufacturing of the E.M.F. Company, Detroit.

Robert Home, hardware merchant, Sudbury, has moved into his new block, across the street from his former premises. The new store has two floors and basement and is in many respects a model store.

The Imperial Stove Works buildings at Morrisburg which were destroyed by fire a few years ago are being repaired by James Cowan, who expects to begin the manufacture of steel and cast iron ranges in about a month's time.

Walter H. Turnbull, of Turnbull and Cutcliffe, Brantford, is mentioned as a likely candidate for Mayor. Mr. Turnbull has not definitely decided to run, but it is thought probable that he will enter the field and his chances of election are regarded as good.

The hardware merchants in Sudbury having been unable to come to an agreement among themselves as to early closing during the winter months, Purvis Bros. announce that they will from now on close every evening except Saturday at 7 o'clock for the winter months, with the exception of the week before Christmas.

R. Watt, of Watt & Squire, Brantford, has been laid up for some time and will not likely be able to get out for a while yet. A. Squire has also been down with a serious attack of typhoid and is only now able to visit the store occasionally after a long spell. The addition of J. Heath, former continental traveler for the Massey-Harris Co., to the staff of the store has helped considerably during the absence of both members of the firm.

Quebec.

The Northmount Hardware Co., Montreal, has registered.

W. H. Evans of the Canada Paint Co., Montreal, has returned to Montreal after a few days' visit to the company's varnish factory in Toronto.

The schedule of the Montreal Wholesale hockey league has been drawn up, and three matches will be played each Tuesday evening. There will be keen rivalry this year for the trophy presented by the honorary presidents, as the Canadian Fairbanks have won it two years following, and have only to be successful this time to secure the cup.

E. K. Spinney, of Yarmouth, N. S., paid Hardware and Metal's Montreal office a visit last week. Speaking of conditions in the Maritimes, Mr. Spinney said that on the whole they were very good. The failure of the apple crop had been a severe blow, the crop in the famous Annapolis Valley this year not equalling one-third the output of last year. On the other hand, the fishing interests had a phenomenal year, and trade conditions in this line were particularly bright.

Geo. R. Burton, who has been associated for some time with the Dominion Cartridge Company, Montreal, has joined forces with E. Rich & Company, general merchants, of Sydney and Brisbane, Australia. Mr. Burton's duties will be to systematise the large warehouses of the firm at Brisbane, a task with which he is familiar, as he was engaged on this work while with Lewis Bros., Montreal, preparatory to joining the Dominion Cartridge. Mr. Burton, who is sailing from Vancouver on the 30th Dec., is looking for new lines to take out with him, for consideration, and he will be glad to hear from different manufacturers on the subject.

Maritime Provinces.

R. T. Holman Hardware, Ltd., are building an addition to their store.

H. B. McDonald, Chatham, N. B., has opened his new store. It has been completely renovated.

A new hardware store was opened in Chatham, last week, by Herbert McDonald. The new store is centrally located and is about opposite the hardware establishment of Goggins Bros. The fixtures are up-to-date and the stock well displayed.

Western Provinces.

Jos. Creary, hardware dealer, Neelin, Man., has been succeeded by D. O. Beatty.

J. Poplin, South Fort Rouge, has joined the staff of Johnston Bros.' hardware dealers, Brandon.

A. A. Hassard, Venn, Sask., dealer in hardware and implements, has sold his hardware business to R. Treleaven.

The McClary Manufacturing Co., has taken out a building permit for a warehouse in Vancouver, to cost $35,000.

Anderson & Paulson, Claresholm, have bought out the business of J. E. Bevan and Sons and are erecting a new stand.

E. G. Hipwell, Neepawa, Man., has sold his stock to Foreman & Son who will continue their business in the old stand and use the Bates building for hardware.

O. R. Thurber, Moose Jaw, announces that he has sold out the patent and works of the Moose Jaw Stove Co. to J. E. Coldwell. The stove manufactured is a straw-burning variety, the result of fifteen years' work on the part of Mr. Thurber, the inventor.

News and Methods of Canadian Hardwaremen

Novel Safety Razor Window Display at Halifax — Kingston Merchants to Prosecute Peddlers—Novel Window Being Planned at Woodstock—Short Cut in Store System Needed—Record Stove Sale at Brantford—Technical Education for Clerks.

NOVEL SAFETY RAZOR DISPLAY.

Halifax.—The retail hardware store of A. M. Bell & Co. is now making attractive and novel window displays for the Christmas season. Both of the show windows are brilliantly illuminated at night, and attract the attention of every passerby.

The south show window is devoted to one of the most interesting displays ever made in this city, that of safety razors in process of construction, from the raw material to the finished product. Four piles in the front of the window show first the coil of steel as it comes from the English rolling mills, before being run through the stamping machinery. Another pile shows the blade after being stamped, but before being tempered, being proven by the fact that many of the blades are twisted into all kinds of shapes. The next heap shows the blade after being tempered, and broken pieces lying about illustrate very clearly the extreme hardness which the blades finally attain. The next pile shows the blade ready for the face.

In the southwest corner of the window there is a framed velvet board, on which are sampled every part that enters into the make-up of the razor. It is shown in every form, from the very roughest to the last plate of silver or gold.

The north window is devoted exclusively to toys of various description, and all of the latest design. The firm now claims to be the largest importer of toys in the East, and they certainly have an elaborate and attractive display.

Both windows show a great deal of care in the make-up. The firm has been improving their windows for some time, and believe in showing the public what they have to offer in the latest novelties.

KINGSTON MERCHANTS AFTER PEDDLERS.

Kingston—The members of the Kingston Retail Merchants' Association are out with a big stick, after the men who go around the city, from door to door and throughout the country, peddling without a license, and they have decided to lght the matter out to a finish. The matter has been discussed from time to time by the members, and at the meeting held on Monday night it was decided that it was time to get a detective on the case, and have every guilty party brought before the magistrate.

The city police have had a few cases of the kind before the magistrate, but the members of the association feel that the matter has not been given the attention it should have received, and on this account they have decided to take the matter into their own hands, and employ police to work it out. Legal advice is also to be secured, so as the members of the association can find out just what rights they have in the matter.

The statement was made at this meeting that during the past two weeks an outsider who had been working in this district, and who had not taken out the necessary license, had realized over $1,000 on aluminum goods alone. This is not fair to local retailers.

As far as the local merchants are concerned, it will be war to the end, as they have decided that the thing has got to stop.

The Kingston merchants would like to get the co-operation of the merchants of other places along this line.

PLANNING MOTION DISPLAY.

Woodstock.—Frank Gordon, with A. H. Gingerich, is planning an elaborate roller coaster window, which he expects to have ready early next week. By the exercise of much ingenuity, and by much hard work, he has constructed a miniature "scenic railway," a very good representation of the kind found at any summer resort. By the use of an electric motor, small cars will be kept in motion navigating the ups and downs of the railway. The window should prove one of more than usual interest.

McKiggan & Davison have dissolved partnership, and are now conducting separate stores in the east end, the former with his son.

Gardner & Co. are displaying an extensive line of brass and art metal goods, with a window devoted to fireplace accessories in brass. Not only is the appearance of the store brightened, but Mr. Gardner reports that the art lines serve as effective trade getters for other lines.

The fall season has been quite busy in Woodstock, but the lack of heavy building operations, both in city and country, has made the demand for builders' hardware lighter than usual. It is expected that the new industries secured during the past season will mean busy building operations next year.

LAMPS IN HOLIDAY DISPLAY.

Orangeville.—Adamson & Sproule, in one of their holiday windows a year ago, featured electric table lamps, and found that it helped to draw trade.

The accompanying picture shows the arrangement of their window, and their method of shading the light from pedestrians' eyes, while throwing it upon the goods on display. The shield of cutlery, the trimming of the shelves with spoons, and the arrangement of the hollowware on the pyramid and in the base of the window, is effectively done.



Lamps Used in Holiday Window by Adamson & Sproule, Orangeville.

A SHORT CUT NEEDED.

London.—A customer walked into a London hardware the other day and asked for a bill for a screen door or some such article purchased about six weeks previous, and which he wished to charge his landlord with. The price was not known, and the date uncertain. The young lady bookkeeper hunted up the check-book copies for the month in question, and began to look through them for the name. After a quarter of an hour the customer began to squirm, and a clerk, grasping the situation, wrote out a new check-book slip for amount and date believed to be approximately correct, and sent the customer away rejoicing. Of course, this might have been done in the first place, provided the proprietor or clerk was assured that the transaction was bonafide, but is there any short cut to the finding of such records?

It is probable that the majority of hardware dealers in London use a system exactly or almost similar to that in Purdom's. "Every transaction is entered on a check-book," explained Purdom. "All the copies are filed by the month. There is no easier way of finding any copy than looking through the month's records, but of course a charge item is easier, because that means a day book entry. In the case of many paid transactions the name is not filled in on the slip at all. There is seldom need to refer to these old copies, and they are destroyed in fact, after two or three years. Theoretically, we fill in a slip for every transaction, paid or charge, and the amounts are supposed to check up with the cash at the end of the day's business. But there is nothing to prevent a clerk laying the cash for a quarter sale on the shelf and failing to make out a slip. In other words, the system can be fooled if a man is dishonest, but so can any system. If there were such persons on the staff they should be let go; that is the only way. Then if your men do not need to be watched absolute adherence to the system is not necessary." Purdom's do not use cash registers on their counters, but work with the overhead cash system instead.

In Cowan's hardware, a detail is added to the check-book system, in that all clerks are required also to fill in the amounts in columns provided at the back of the book, so that the total at the end of the day tallies, theoretically at least, with the cash.

The Stimson charge system, in use more among the grocers, precludes the possibility of finding an old record in this way. The original check book slip is sent to the customer with the goods, and the carbon copy of a charge slip destroyed when payment is made.

Many retailers, including hardware men, are firm believers in the petty ledger systems sold by a number of Canadian firms. Here the carbon copy of all charge items, at any rate, is filed away, not only by the month and year, but also alphabetically as regards the name of the customer. As to paid transactions, the whole check-book is usually filed, and the situation is the same as in other cases when it comes to finding a back record.

RECORD STOVE SALE.

Brantford.—The fall season has been a busy one with the hardware men, and general all-around satisfaction is expressed. The continued growth of the city has made the demand for builders' hardware active, and very considerably stimulated the stove and heating trade.

Turnbull & Cutcliffe followed their usual method of handling the stove trade, holding a big sale for two days toward the middle of November. They advertised for a week previous, using half-page space in both local papers, and experienced an almost unprecedented rush of business on the Friday and Saturday of the sale. On those two days no less than 45 high priced stoves were disposed of, the bulk of the trade being done on Saturday. As a result of this very satisfactory turnover of stock, Turnbull & Cutcliffe will enter on their annual dairy and laundry supply sale after the first of the year with greater confidence.

Geo. Elliott reports a heavier stove trade than usual. Not only did the sales satisfy during the regular stove season, but, by careful attention to that branch all through the summer, he managed to maintain a fairly active trade all through the year.

Watt & Squire have a window devoted to sleighs, children's wagons and metal toys. A small reproduction of a fire wagon occupies the centre of the window and helps to make the exhibit an interesting one.

Turnbull & Cutcliffe have added a new department. They now handle slate roofing, and figure on roofing contracts. Although they have been engaged in the line only for a month or so, the results have been most satisfactory. A large number of contracts have been secured, and the firm has been kept busy.

Watt & Squire are handling a line of clocks, jewelry and goldfish supplies with good returns.

TECHNICAL TRAINING FOR CLERKS.

Chatham.—A technical school may be established here as the outcome of the recent visit to Chatham of the Dominion Technical Education Commission. W. R. Landon, of the International Harvester Co., recently outlined a scheme for starting such a school on a small scale, training pupils along the lines of the present Chatham industries. W. H. Westman, of Westman Bros. hardware store was one of those who took a leading part in the discussion of the subject.

"Special training is needed for business as for manufacturing," was Mr. Westman's view. "Many who come into the stores as clerks are handicapped by not having the fundamental education necessary for business life, while they often have a lot of that sort of education which, instead of helping them, unfits them for business. Training is needed along the lines of bookkeeping, penmanship and arithmetic. Many have no idea of keeping stock tidy, or of neatness in the store. Good moral training along business lines is very much needed. Many young men are satisfied to draw their pay at the end of the week, to get by each day as best they can, and worry not the least with regard to giving their employers good value in return for the money paid them. Industry, willingness and interest in the business should be inculcated. Merchants are always glad to advance the willing employe."

The American Pad & Textile Co., of Greenfield, Ohio, a concern capitalized at $1,500,000, has purchased a property at the corner of Queen & Richmond streets, now occupied by Drader's Lumber yard, and will erect a factory and establish a Canadian branch in this city. The company manufactures horse pads and similar lines of goods, and has an established Canadian trade. From 75 to 100 hands will be employed at the start.

The Canadian Wolverine Co., Limited, manufacturers of brass goods and plumbers' supplies, intend building a large addition just west of the present factory. A corrugated iron storehouse is also being erected.

J. A. Simon, plumber and gasfitter, has opened a shop on Lacroix Slip, adjoining C. R. Bowers' plumbing shop. He also does tinsmithing work.

Packham & Myers, damper manufacturers, of Dresden, are building a large addition to their present plant.

CAR COMPANY CHANGES HANDS.

The Crossen Car Co., Cobourg, has been purchased by interests understood to be associated with the Ontario Iron & Steel Co., Welland, who are working in harmony with Steel & Radiation, Limited, which recently took over the business of the King Radiator and Expanded Metal Companies, Toronto, and which has purchased a twelve acre site on the Lachine canal near Montreal, where they expect to erect a plant to make boilers, radiators and expanded metal.

The promoters are backed by American capital and it is said that their plan is to acquire a series of plants which will consume the product of the Ontario Iron and Steel Co's iron furnace at Welland.

WESTERN OPPORTUNITIES.

According to the Land Dept. of the C. P. R. at Winnipeg, there are openings in Western Canada as follows:

Beverley, Sask.: Hardware store.
Cadogan, Alta.: Hardware store.
Ebor, Man.: Hardware store.
Erskine, Alta.: Hardware store,
Kennedy, Sask: Tinshop.
Yorkton, Sask: Foundry.

STIR UP A CAN OF

Stephens

House Paint

AND GO AHEAD AND USE IT.

We do not make or sell inferior paints.

Sell them to your customer with the Stephens Guarantee. We stand behind every bit of paint we send out.

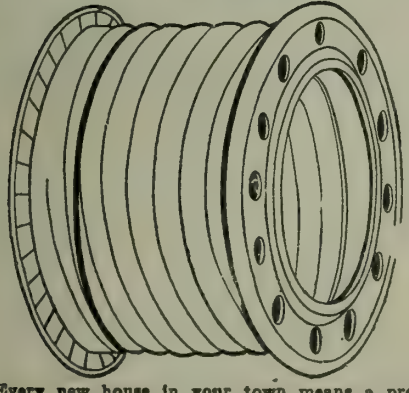
If you are in a hurry, we are always ready to ship as soon as we receive your order.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY

O.K. THIMBLES



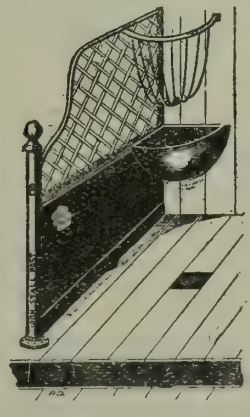
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Queen City Water White Oil

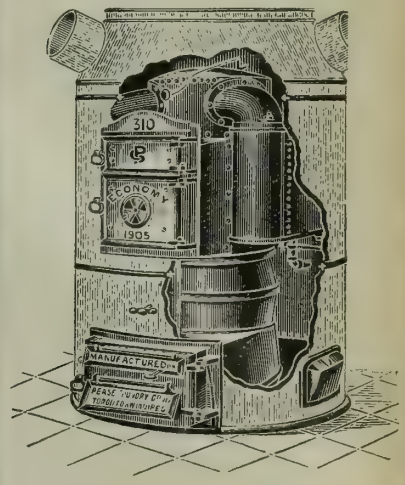
GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERY WHERE

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 1.—As mid Winter approaches many lines quoted below are not being called for to a very large extent. Local wholesalers are well satisfied with the way things have moved out during the Fall and early Winter, and was not any weakness in the demand which was due to the much-talked-of deficiency in the money market. Considering former years when the wheat crop was light, the year 1910 has been an exceptionally good one.

Owing to the close of navigation, heavy goods, which have to be brought in by all rail route, will have to be advanced. This includes particularly bar iron and iron pipes. Local houses have not changed quotations yet but will do so within a few days. The orders for heating goods and all kinds of stoves have been heavy during the past week, and the repeat orders are very numerous. The output of brooms for curling has been heavy and there is quiet a scarcity on the local market. Prices are very firm on brooms of all kinds as has been the case for some time. Holiday ordering which includes chiefly sporting goods and cutlery are forming a large percentage of the trade at the present time, and the demand will no doubt keep steadily growing for some time.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

Paints and Oils—There is no change in the paint and oil market at the present time, and the factories are working overtime making up supplies for Spring business. Sorting orders are very good on all lines for immediate shipment, and indications are that Spring ordering will be brisk after the New Year.

Linseed Oil—There is very little trade going on in the seed market, and reports are prevalent here that considerable advances are about to be made. The oil market is unchanged and stands at $1.15 for raw and $1.18 for boiled. This price of course must necessarily advance with the seed market and local jobbers expect prices to go up before long.

Turpentine—Although there is not much stock on hand the sorting orders which comprise the bulk of the trade at the present time, are being filled satisfactorly. What is true of Linseed Oil, is also true of Turpentine, as the crop conditions of both commodities are similar. The market is $1.10 today.

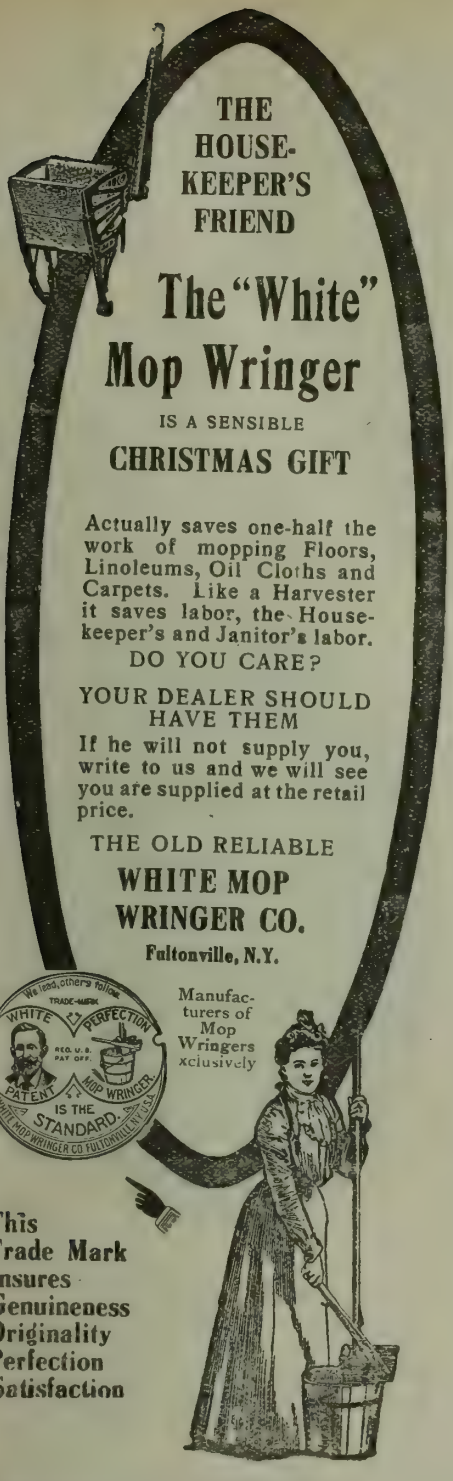
Varnish—The varnish trade is keeping up satisfactorily and there is considerable interior finishing to be done every where in the West. There will not be much abatement in the varnish ordering during the Winter.

Putty and Glass—The ordering for this line is weakening slightly and there has been a tremendous rush up to date. Of course considerable quantity is yet being distributed, and the trade will continue throughout the winter. Putty in barrels $2.90, cases $3.15, kegs $3.40.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

W. H. McKenzie has started a hardware and grocery business in Vancouver.

C. I. Pearson, dealer in groceries, boots and shoes, and hardware, Trochu, Alta., has sold his grocery and boot and shoe business.



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

IS A SENSIBLE

CHRISTMAS GIFT

Actually saves one-half the work of mopping Floors, Linoleums, Oil Cloths and Carpets. Like a Harvester it saves labor, the Housekeeper's and Janitor's labor.

DO YOU CARE?

YOUR DEALER SHOULD HAVE THEM

If he will not supply you, write to us and we will see you are supplied at the retail price.

THE OLD RELIABLE

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers xclusively

We lead, others follow. TRADE-MARK. WHITE PERFECTION. REG. U.S. PAT. OFF. PATENT MOP WRINGER. IS THE STANDARD. WHITE MOP WRINGER CO. FULTONVILLE N.Y. U.S.A.

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

M.S. COVER THE EARTH

TALKS ON PAINT SELLING

No. 3

Economic Production has been conspicuous in the growth of The Sherwin-Williams Co.

To establish and maintain the highest standard of paint and varnish excellence and to market our products at the fairest prices consistent with their quality, has involved the acquirement and control of the most improved equipment, warehouse facilities and raw materials.

These things all have a significance for you, Mr Dealer. There is unusual quality, prestige and selling force back of a product that requires five enormous paint and varnish factories, two dry color plants, two complete linseed oil mills, the direct ownership and operation of lead and zinc mines and smelters, a large white lead corroding plant, two box factories, printing plants and machine shops.

This great business is the effect of growth, not combination

Big business rests upon Demand, Demand rests upon Public Confidence, and that's the greatest Selling Force in the world.

These forces are all a part of the equipment of the Sherwin-Williams Agent. The success of our business rests upon the success of our agents. Could we say more?

THE SHERWIN-WILLIAMS CO.

887

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.



"LION BRAND" VARNISH

UNIVERSAL — For interior and exterior use. An exceptionally nice working varnish with the wearing qualities.

No. 99 Hard Oil Finish — A pale hard oil varnish for interior finish. Dries free from tack in a few hours. Gives a good gloss. The best of its kind.

FLOOR VARNISH — A wearproof, waterproof, tough elastic varnish. Will not mar or show heel marks.

ALL ORDERS FILLED PROMPTLY

The Winnipeg Paint and Glass Company, Limited

EDMONTON WINNIPEG

THE CALGARY PAINT AND GLASS CO.

Development of Canada's Iron and Steel Trade

Steady Increase in Domestic Production — Imports Not Increasing While Exports Remain at a Small Figure With Large Quantities Sent Out in 1902 and 1904.

The great development in the production and consumption of iron in Canada in the last decade is remarkably shown by a study of the figures bearing on the subject. Not so many years ago the iron and steel making resources of the Dominion were regarded by those having but a superficial knowledge of the intrinsic wealth of the country as being very inferior in character, and the suggestion that one day Canada would not only be exporting steel to foreign countries, but to the hub of the iron and steel world, the Mother Country herself, would have met with ridicule. But we have seen this exporting done, and there are indications that there is a very great development along these lines in sight.

But with all the great strides in the iron production the totals being 122,000 tons in 1900 and 757,162 last year, there has been great increases in the importation of iron, thus showing that despite the advance in the domestic plants, that the needs of the country are in excess of the powers of the home concerns, while at the same time demonstrating that there is very great scope even with the present dimensions of the demand for further extensions of the domestic furnaces and mills.

This development in importation is shown best by the figures for 1907 and 1908, namely 150,157 tons and 212,290 tons respectively. There was rather a marked falling off last year, the imports dropping to 148,338 tons, due to rather heavy stocks carried over from the previous years, and to the fact that the home plants were more closely up to the demand, which was, after all, not more than an average one, and certainly not up to the demand for this and other years. It is anticipated that the imports this year will show up very differently, especially as United States firms have been paying great attention to the western borders.

Figures speak more clearly than words, and the figures we give below show the tremendous strides in the iron production of Canada. And this production is but in its infancy. More furnaces are put into blast every year, great additions are being made, or contemplated, to the various plants, while projects for the building of entirely new concerns are constantly being made. Iron ore abounds in practically every Province of Canada, while there is no possibility of estimating as yet the extent of the coal areas. Thus the country is well prepared for the future. There is a rapidly growing population; railroads buying, with the extensions constantly going on, is rapidly increasing; steel is being employed more generally in general business and factory buildings, bridges are being planned here and there; the home production of machinery and implements is increasing, while there is the building of the navy to be considered. Thus we have a great demand before us, and at the same time we have the satisfaction of knowing that the country itself can cope with it all.

The great development in the past ten years in home production, imports and exports, is shown by the following figures. Domestic production for the last ten years was as follows:

1900	96,575 tons
1901	274,376 tons
1902	357,902 tons
1903	297,885 tons
1904	303,454 tons
1905	525,306 tons
1906	598,411 tons
1907	651,962 tons
1908	630,835 tons
1909	757,162 tons
Imports:	
1900	51,583 tons
1901	35,783 tons
1902	40,013 tons
1903	92,612 tons
1904	62,515 tons
1905	71,005 tons
1906	96,797 tons
1907	150,157 tons
1908	212,290 tons
1909	148,338 tons
Exports:	
1900	3,513 tons
1901	5,765 tons
1902	75,195 tons
1903	4,400 tons
1904	21,016 tons
1905	886 tons
1906	305 tons
1907	439 tons
1908	290 tons
1909	5,063 tons

PRESENTATIONS TO OLD EMPLOYES.

Few things help more to instil a spirit of loyalty amongst a staff of employes than the recognition of faithful service, either by promotion or by the giving of presents at appropriate times, after years of labor.

Working upon this principle, J. T. Sheridan, president of the Pease Foundry Company, Toronto, last winter, as announced in Hardware and Metal at the time, promoted Wm. Crane, superintendent of the company's Shaw street plant, and who had been with the company since 1884, to the position of boiler salesman in Toronto. Mr. Crane was a success in outside work, and the Pease Company had the best year in their history, both in hot air and hot water installations, so when Mr. Crane accepted a position with the Prudential Investment Company at Vancouver, the company and members of the office and sales staff both remembered him, the presentations taking place at the general offices of the company, 36 and 38 Queen street east, on Saturday, Nov. 26, he leaving for Vancouver on Nov. 27.

The second presentation also took place last week, Mr. Sheridan presenting a token of his appreciation to James R. Phillips, for twenty years superintendent of the Sheridan foundry at New Toronto. During this period the capacity of the foundry has been increased several times, and in addition to many molding machines, seventy-five men are employed. Mr. Phillips, has cut down foundry costs very materially by the invention of several devices, and although the foundry has been conducted as an open shop during this score of years there has never been a strike amongst the men, this being an excellent tribute



JAMES R .PHILLIPS.

to the qualities of faithful service and management which Mr. Sheridan sought to recognize.

The Pease Foundry Company have experienced a most satisfactory year, their businesss showing an increase of over 30 per cent. over 1909. The growth in the west, where the increase was over 50 per cent. was exceedingly satisfactory. Mr. Sheridan left on Sunday last for the Pacific coast with the intention of making arrangements for a further expansion of the company's business in Westerr Canada.

BATTERY OF GAS OVENS.

H. Occomore, Guelph, recently installed a battery of a dozen gas ovens in the McDonald Institute at Guelph, the ovens being constructed specially to Mr. Occomore's order by the McClary Manufacturing Company, London, a sketch being submitted by Mr. Occomore at the time of the Western Fair in September, and the order being filled in a manner

"Dominion Crown"

Polished Sheets
Polished Canadas

Best Quality and Finish

STOCK AND IMPORT

A. C. LESLIE & CO.
Limited
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

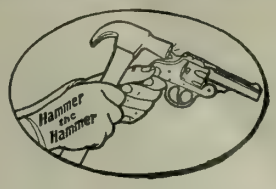
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal.



very satisfactory to Mr. Occomore, early in November.

The ovens are each eighteen inches wide, and each is independent of the other, asbestos insulation being placed between the ovens. Twelve students can, therefore, use the gas ovens at one time, this saving considerable time to a



Battery of Gas Ovens for a Domestic Science Class.

class. Each oven is equipped with a thermometer and a vent pipe also connects each oven to a central stack controlled with independent dampers. The floor space occupied is only 2½ x 12 feet. This is said to be the first battery of ovens of its kind manufactured in Canada, and reflects considerable credit upon Mr. Occomore.

ELECTRIC FIRELESS COOKER.

A new form of firelss cooker with electric heater attached, has recently been put on teh market. This should tend to develop the use of electricity in the kitchen. It is well known that the ordinary kitchen range is exceedingly wasteful of heat, the vast majority passing up the chimney or into the room, while very little is taken up by the food which is to be cooked. In the case of gas or electric cooking, much more of the heat is confined to the food, whereas in the fireless cooker provided with an electric heater, there is practically no opportunity for the heat to escape, and consequently this method of cooking should prove very economical. The new device is very compact, and comprises a number of aluminum compartments, one above the other, in which the food may be placed, so that an entire meal may be prepared at once.

LACQUERED STOVE PIPE WIRE.

The B. Greening Wire Co., Hamilton, are making an important improvement in the method of marketing stove pipe wire. In the past much dissatisfaction has resulted from the awkward size of the eight inch rings, 1¼ pound hanks, and the liability of the wire to tankle, and become dirty. They have now decided to put the wire up in 19 gauge, 50 foot lengths in small three inch coils, packed in cartons, the wire being lacquered.

The improvements overcome all the objectionable features of the former methods of marketing, and, in addition, the neat, attractive and convenient form of the new package will particularly appeal to hardware merchants, as a class of stock more convenient to handle and care for. The cartons will retail to the consumer at five cents, carrying a good profit to the retailer, who buys them in boxes containing half gross lots.

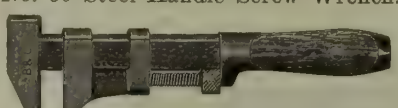
TWO NEW WRENCHES.

Bemis & Call Hardware & Tool Company, Springfield, Mass., are introducing two new types of wrenches in their No. 60, steel handle screw wrench and No. 62, knife handle wrench.

The No. 60 type is designed to withstand the most severe usuage. The bar



No. 60 Steel Handle Screw Wrench.



No. 62, Knife Handle Wrench.

is made from a special open hearth steel adapted to wrench purposes, the slide is especially designed to receive the strain and not buckle, the operating screw is of solid steel, while the handle is semi-steel, hollow and powerfully braced internally, it is forced on to the shank under great pressure and securely riveted in place, both on the tip and with a lateral pin rivet. This handle furnishes a strong support to the screw, and being oval in form, fits the hand.

The bar of the knife handle wrench is forged from special open hearth steel and is made oval front and back, giving that amount of additional stock and strength over the ordinary form of square wrench bar. The slide is of a very tough malleable iron and especially constructed by reinforcement to the jaw to withstand great strain. The operating screw is solid and of a high grade steel. The handle frame and bolster is all in one piece and is powerfully braced. This frame is forced onto the wrench bar and is riveted in place both on the tip and with a lateral pin rivet. This frame has selected hard wood sides which are locked in place under pressure and securely riveted.

SAVING ELECTRICITY.

Tungsten lamps are coming to the front because they save electricty. In appearance, their only difference from the ordinary carbon filament incandescent lamp is that the filament is constructed of tungsten instead of carbon. But in actual use, it has been proved that they use only about one-third as much current as a carbon lamp to produce a light of the same illuminating power. True, their first cost is greater (approximately three times as much), but this is counterbalanced by the saving in current effected. They have one weak point, however. That is the ease with which the delicate tungsten filament is broken. On this account great care has to be exercised in installing them, and it is for this reason, too, that they cannot be economically used as portable lamps. Yet, when carefully handled, they have a long lease of life. In England, where they are used much more extensively than here, it is quite common for them to last 3,000 hours, and one instance is on record where a tungsten lamp burned continuously for over 15,000 hours. Even when allowance is made for morefrequent breakage, the tungsten lamp shows a saving over the carbon of about fifty per cent. That is an economy not to be despised, and points to the much greater use for stationary light purposes.

Most of us count up our virtues with the aid of the multiplication table—and the other fellow's by short division.

It is necessary for the merchant to listen to the hard luck stories of many other people, but it is very foolish for him to tell any of his own.

The broom should make a daily visit to every square inch of floor space and the dust cloth should be just as intimate with the show cases, shelves, etc. Cleanliness is one point that cannot be overdone in a retail store.



No. 37

SOWING GOOD SEED.

With the unusual number of people who will be visiting the store during the next few weeks, that is presuming the merchant has encouraged the Christmas trade, a good opportunity is afforded of bringing the paint department into strong prominence. As we pointed out last week, paint specialties can be pushed strongly at this time of year for the reason that their usage will help in the general scheme of Christmas decoration, and in the process of brightening up the house, which is so essential around this time.

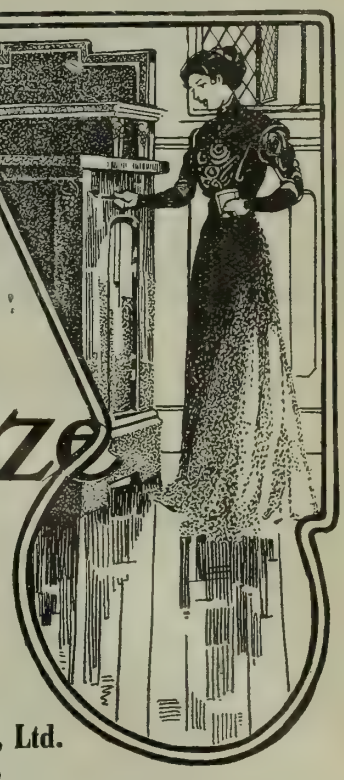
But apart from the pushing of those lines which command a sale now, the dealer can kill two birds with one stone by letting the visitors, while they are wandering around the store looking at the Christmas lines, see what a fine stock of paints the dealer carries. Therefore any scheme of decoration that the merchant introduces should not be made to hide, but to bring out the paint stock, while any room left on the counters or show cases may very well be filled with a tin or two of paint. As brightness is so necessary at Christmas a generous use of the colored hangers and show cards supplied by the paint manufacturers will be found useful.

"But, why display paints at a time that they cannot possibly be used," the question may be asked. This is easily answered. The paints may not be used now, but they may be wanted later on, and now the people are flocking to the store, many who are only accustomed to do so at this time every year. It is the best opportunity to show them the various lines, and to get them to look at the different color schemes that the manufacturer has produced in connection with the painting of a cottage or a room.

"Did you notice what a large stock of paints Mr. So-and-So carries," says one fair visitor to another, "and that pretty color effect on the counter. I did not know that a cottage could look so pretty when painted in such shades, and I certainly am going to speak to my husband about it when I get home. Our place would look fine done like that." Is this not the strongest advertising the merchant can have? ? Another comment may be made that the speaker had no idea that so many varied shades could be obtained in ready mixed paints. It is astonishing the ignorance that exists in connection with the range of colors now produced by paint manufacturers. The development has been so rapid that the knowledge of the public has not kept

Sales with Profit.

To build up "come again" trade, opaque easily-applied "Floorglaze" works wonders. It is hard, high-finish and does good work inside or outside the house. Ten good colors for the dealer's stock.



M L Floorglaze

helps hold the women's trade—make profits.

Try it yourself, Mr. Dealer, on a test strip. Sample tin free on request. Then you'll know how good an article you're selling your customers.

Write To-day to our Nearest Warehouse

The Imperial Varnish & Color Co., Ltd.

6 MORSE STREET, TORONTO

106 Princess Street, Vancouver; 550 Beatty Street, Winnipeg

WROUGHT PIPE



Quality dominates M.R.M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M.R.M. CO. with our Trade Mark

The Montreal Rolling Mills Co.

MONTREAL

pace, and there is no doubt that a large number of people have absolutely no idea that so many different shades are produced, or that a merchant has them in stock. While as to the beautiful effects that a combination or colors will produce, they are absolutely in ignorance.

It is up to the merchant to dispel all this, and he can only do so by prominently displaying his whole lines of colors, and the advertising matter that the manufacturer supplies him with. There is thus no better occasion than when customers are thronging the store at Christmas time. Impress them with the stock that is being carried, so that they will remember the store when the time arises for the buying of paint. Painting is often thought of during the winter. The housewife makes up her mind what she will have done when the spring comes round, and what colors she will use. If by a merchant's display at this time of the year he fixes his store in her mind, or has helped in her selection of colors, he will in all probability get the custom when the time comes. It is seed planted by the wayside that will bring in a good yield.

PAINT AND OIL MARKETS

MONTREAL.

Dec. 2.—As we anticipated, the price of white lead has advanced 25c at a meeting of the grinders this week, making the figure for small lots $6, and for large lots $5.85. Other lines are unchanged, although both turpentine and linseed my be billed for an alteration at any moment. Despite these high prices there is a good demand for the time of the year, with supplies on the short side.

Trade generally is satisfactory all the way round. The moderate weather has induced painting to be carried on vigorously, while there has been some good sorting up orders in ready mixed paints and indoor specialties. The tone generally is firm, and dealers seem very confident as to prospects.

Turpentine—There is a firm tone locally, and reports from the primary markets combined with a moderate spot supply keep thing exceedingly brisk. The demand is good for the time of the year, and we contine to quote $1.02 to $1.05.

Linseed Oil—The market continues at high tension, although there seems to be some feeling of hope that the tendency of large sellers in the Old Country to quote easier figures for forwa rd delivery, presages a change in the near future. The market locally is very bare of supplies, and even only the absolute needs of users is causing a severe strain upon stocks. There is no change in quotations, and we quote $1.08 to $1.10 for raw, and $1.11 to $1.13 for boiled.

White Lead.—The meeting of grinders this week resulted in an advance of 25c. This was only expected in view of the high price of linseed and raw materials generally. Stocks are in fair shape, and the demand very good. We now quote $6 for small lots, and $5.85 for large.

Varnish—With the firmness in turpentine, varnish is natural' showing more strength in figures. The demand generally is very good, the railroad shops, and carriage, implement and piano manufacturers are large buyers, while the hardware trade is showing distinct improvement, especially in small size tins. Japans, stains, enamels and shellac are prominent.

Putty—The demand has quieted down, but there is still a fair movement. The market is firm, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Dec. 2.—The long threatened advance in white lead, which has been discussed, and expected, for some weeks, went into effect with the first of the month. Early in the present week some of the makers sent out new lists showing an advance of 35 cents per 100-lbs for "Government standard" and increases on special brands, ranging from 25c to 30c. Others withdrew their lists prior to issuing a revised scale. The increase generally went into effect on Thursday.

The price of gum shellac, which advanced 4 cents last week, has been subjected to fluctuations but the price never dropped below the advanced figure set. Further increases are considered not at all improbable. Shellac varnishes have advanced 20c to 25c a gallon.

The situation remains the same with reference to linseed oil and turpentine, the prices being maintained solidly. It is now accepted as an assured fact that the present figures will see no reduction before the spring, if then.

Spring dating on paints is now in order with some local houses and booking can be done at present prices for delivery up to May 15, 1911. Despite the state of the market, it is expected locally that a fair number of orders for spring delivery will be received from now on.

With the end of November the year's operations were practically brought to a close. Local jobbers state that the year has been exceptionally good. Despite the slackness in some lines during the fall months—due to the reigning of unusually high prices—the volume of trade for the year has been large. "I think that the year has been the best our firm has experienced," said the representative of a large local house. "We have been busy right along and have not experienced at any time perceptible diminutions in the demand, other than seasonable, 'despite the state of the market."



If you are intending to go out of business shortly, this is not important — but if you intend to keep right on, it is necessary **now** to lay the foundation for your sales in 1915.

If you sell a man good paint this year, it is true that it will not need renewing so soon as an inferior article, but when it does he will come to you. Moreover, in the meantime, he will probably get some of that same good paint from you for another job.

B-H. "ENGLISH" PAINTS

are the only paints made in Canada from a base consisting of 70 per cent. **Brandram's B. B. Genuine White Lead** and 30 per cent. pure Zinc White. Enough said.

Write to-day for pertinent paint pointers, and prices on **B-H. "ENGLISH" Paints.**

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg



BOECKH'S "Steel Grip" Painters' Brushes

Name and Design Reg. 1909
Patented - - 1910

are the best and smoothest working brushes made and will not shed the bristles.

They are HONEST IN VALUE---REASONABLE IN PRICE---ATTRACTIVE IN FINISH---ARTISTIC IN DESIGN and SUPERIOR IN QUALITY.

Made in Oval and Flat.

WRITE FOR FULL PARTICULARS AND PRICES.

The Boeckh Bros. Company, Ltd.
Toronto, Ontario

ESTABLISHED 1856.

Why "Muresco" Wins!

For over 17 years "MURESCO" has held a prominent place among leading painters and decorators on this continent as the leading wall finish.

And it is because of its uniformly high quality that it has maintained its position as the

BEST WALL FINISH

Made in White, 16 Tints and 16 Colors

It produces that subdued, velvety appearance so much admired, and is guaranteed not to peel, crack or rub off. Can be used with best results alike by amateur and professional painter.

Send for Color Card and prices.

READ SOME REASONS WHY MURESCO LEADS!

MURESCO takes 30 per cent. more water than any other Wall Finish.
MURESCO has greater covering capacity and easier working qualities.
MURESCO is more economical, pound for pound, than any Kalsomine or Wall Finish.
MURESCO is ready mixed, and always contains the same amount of glue.
MURESCO kills suction and will not show laps.

Send for Literature

Benjamin Moore & Co., Ltd.

New York Cleveland Chicago WEST TORONTO

Shellac.—Later reports confirm the statement that the crop in India is very light and the advanced quotations on gum shellac have been firmly maintained. While it is impossible to speak for the immediate future, jobbers do not hesitate to predict material advances before spring.

Varnishes and Japans. — There is a strengthening tendency noted in varnishes. As a result of the advance in gum shellac, an increase of 20c to 25c a gallon has been made in shellac varnishes.

Linseed Oil.—The demand for linseed oil has fallen off seasonably. The price sticks to the high mark maintained during the past few weeks—$1.10 for raw and $1.13 for boiled with $1.12 and $1.15 quoted for single barrel lots.

Turpentine.—The practical certainty of present quotations being kept up until spring at least is being generally accepted by dealers, as well as jobbers and there is a freer tendency to buy. The demand is still, however, quite small and the supply shows no marked improvement. The whole tone of the turpentine market is dull. Wood turpentine is quoted at 80c per gallon and 85c in tin cans.

White Lead.—The increase has come at last. For the past few weeks an advance has been contemplated, owing to the firmer quotationss for oil and dry lead. Why dry lead should have gone up is not easily explained as there has been no apparent shortage in the supply. The increase by the withdrawal of price lists by a number of makers early in the week, followed very closely by the issuing of a new scale by other firms. "Government standard" is now quoted at $6, an advance of 35c per 100-lbs. and quotations for other brands range from $6.15 to $6.25. There has been a good demand in anticipation of the jump in price and indications are that it will continue strong.

Putty.—The advance in freight rates has not yet had any effect on the quotations for putty and it is not now regarded as likely that any general change will go into effect. Putty has been going freely and promises to remain active for some time.

Rosin.—No change has occurred in the rosin market. Demand keeps pace with the supply and prices stand firm. "G" rosin is quoted at $3.25 per 100-lbs.

Petroleum. — The quotations remain firm, as follows.—Canadian prime white coal oil, 13c, American water white, 17½c, Pratt's Astral, 17c.

PAINTING IN FROSTY WEATHER.

The nights are frosty in most parts of the country now, and it is well to remember this when having exterior varnishing or painting to do. Varnishing should be done as early in the morning as possible, so that it can set before night. Paint will not be seriously affected unless a severe frost comes, in which case the paint had better be at least partly dry before the end of the day, otherwise it may be caught by the hard frost and ruined. Light frosts do not affect paint very much, if at all, but the hard, freezing frosts will damage paint if in a fresh condition. Also, the painting on the north and northeast sides are most likely to be hurt, while that done where the wind of a frosty night does not hit will escape.—Paint & Oil Dealer.

VALUE OF PAINT AND VARNISH

There are two important reasons for the uses of paints and varnishes. One is for the protection of the surface to which they are applied, and the other is on account of the decoration or making attractive of that surface. Of course, the first is the one that appeals to the greater number, as it is the more practical, and it is with this idea of protection in mind that the strongest appeal can be made to most property owners. Lumber has made such advances in cost during the past 15 years and enters so largely into the construction of the average home, that the cost of building has advanced very materially.

Any frame building that is not properly protected with good paint will deteriorate very rapidly, and probably in the course of 20 or 25 years it will practically have to be rebuilt to put it in good shape. A building that is properly painted will stay in good repair for a very great length of time, and at the end of 50 years, if it has been repainted whenever necessary, it will be found in pretty good condition. The fact that good paint protects buildings from the wear and tear of the weather, makes it an economy for the property owner to repaint every four or five years. Of course, under certain conditions, repainting can be put off for longer periods, and again, under specially severe conditions, repainting sometimes has to be attended to at shorter intervals.—Iron-Age Hardware.

PAINTING IN THE FALL

Painting done in the fall of the year will outlast that done at any other time. Paint will take to lumber and adhere better, giving a more elastic and durable paint film than at any other season. In addition to this, it gives the color a chance to become thoroughly hard before the rays of the hot sun can begin its deadly work on fugitive colors. Therefore, there are many reasons why painting should be done at this season of the year, and if the dealer's stock is not in condition to meet the requirements of his trade, it means the orders will go somewhere else, regardless of his efforts to hold his trade.

"PURTY GOOD PUTTY"

A WELL KNOWN HARDWARE MAN WHO BOASTS OF HIS CONNECTION WITH THE EMERALD ISLE, SAID TO THE WRITER: "YOUNG FELLOW, THE CANADA PAINT COMPANY MAKE 'PURTY' GOOD PUTTY. SEND ME HALF A TON OF THAT SAME." GOOD MATERIALS, GROUND BY PONDEROUS MACHINERY DRIVEN BY POWERFUL TURBINES, FED BY THE WATERS OF THE MIGHTY ST. LAWRENCE, INSURE HOMOGENEITY, CAREFUL COHESION AND FINE TEXTURE, SO ESSENTIAL IN GOOD GLAZING PUTTY.

THE CANADA PAINT COMPANY IS THE ONLY COMPANY IN CANADA WHO RUN THEIR MILLS DIRECT BY NATURE'S OWN FORCES, SUPPLEMENTED BY STEAM AND ELECTRICITY.

THE CANADA PAINT COMPANY

LIMITED

Window Glass



There Is always a huge demand for window glass at this season of the year, and though every ship coming in brings us thousands of boxes, yet the demand Is so great that sizes are rapidly being depleted. We have noted this in several of our advertisements lately, and many have taken care to complete their stocks. We advise everybody to send in orders promptly.

There is no possibility of lower prices this Fall, in fact the tendency is upward.

Let us have your order for

Star
Diamond
Double

also Fancy, Ground, Rolled or any kind of glass.

DON'T DELAY

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

FORESIGHT leads to FORTUNE

Have YOU shown your foresight by stocking

New Era Paint?

It covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint. There's a fortune in handling "New Era"!"

WRITE FOR DETAILS AND PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Inc.
66-68 Fraser Ave., Toronto, Ont.
Branches: Boston, New York, Philadelphia, Chicago
San Francisco

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING

ALSO

LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.

The woman whose trade is worth while knows that

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER

is a good friend of the family

Its utility in the home is almost unlimited--there's hardly an article of furniture about the house that it cannot renovate and beautify.

Lacqueret is specially designed for beautifying and preserving old furniture, marred and soiled woodwork, dingy and dirt-stained floors and a hundred odds and ends that disfigure the living room or "clutter" the attic.

You should let your customers know all there is to know about this home beautifier.

They'll appreciate it.

Have you any of our booklets entitled "Dainty Decorator" for distribution?

They are trade-bringers—send for some.

Lacqueret, like all International Products, is superior in every respect.

Sold in full Imperial measure cans only.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A-25



The Secret of Success

Sh-! LISTEN

The great secret of success lies in doing the right thing, in the right way, at the right time. That is easy for the paint dealer. The secret of success in the paint business is in selling the *right paint*, in the *right way, all the time*. So if you want to succeed you cannot afford to make a mistake in the paint you sell—because mistakes may be fatal to success. A disappointed paint buyer seldom takes an apology—you won't usually know he was disappointed — all you will know is that he goes elsewhere next time. Sell

Martin-Senour Paint

100 PER CENT PURE

and you will have no occasion to make excuses and your customers will have no reason to go anywhere else next time. Every can will be a recommendation for your store. A pleased paint buyer will go out of his way to say a good word for the paint that gives him satisfaction. **Martin-Senour** paint multiplies your satisfied customers. Your success will date from the day you get the agency to sell it — and you will have solved the secret of success. Get busy—write today.



THE MARTIN-SENOUR CO., Limited

MONTREAL **Pioneers Pure Paint** **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd. **Winnipeg, Man.**

The Maritime Paint and Varnish Co., Ltd. **Halifax, N. S.**

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass

Plain and Bevelled Mirrors

Picture and Car Glass

Prismatic Glass

Cast Ribbed and Polished Wire Glass

BRITISH SHEET GLASS
P.B.

TRADE MARK.

Cast and Ribbed Rolled Glass
Leaded Lights

Wire Screens

Plain and Figured Cathedral Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal	Toronto	Winnipeg	Vancouver
Busby Lane	Mercer Street	Market Street	Columbia Ave.

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

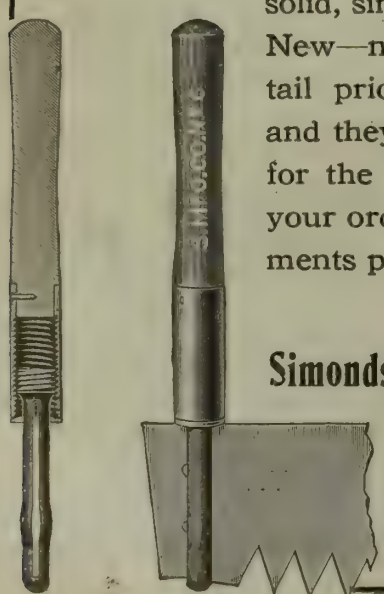
Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Why sell an inferior handle when the Simonds No. 6 can be bought right in Montreal?



The illustration shows the solid, simple construction. New—neat—strong. Retail price 50c. per pair, and they are good sellers for the money. Send in your order to-day. Shipments promptly made.

Simonds Canada Saw Co.
Limited
St. Remi St. and Acorn Ave
MONTREAL, QUE.
ST. JOHN, N.B.
VANCOUVER, B.C.

CHANCE'S
Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham. England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

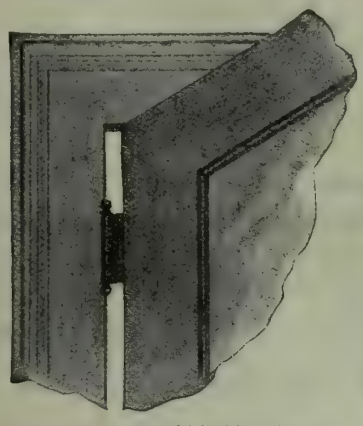
AGENTS FOR CANADA

B. & S. H. Thompson & Co.
LIMITED
381 St Paul Street - MONTREAL

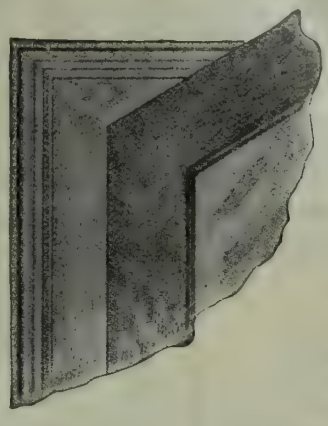
Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

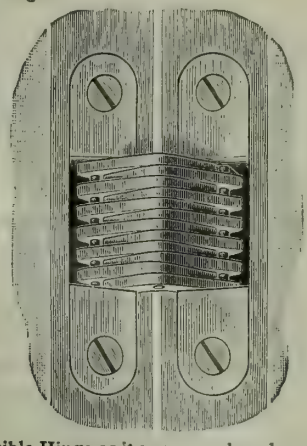
COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years. The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



Invisible Hinge as it appears when door is open.

No. 101, suitable for wood ½" to ¾" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¾". Will carry a door 5' x 2' x ¾.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1⅛.
No. 112, wood must be 1⅛" to 1½". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1⅝" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

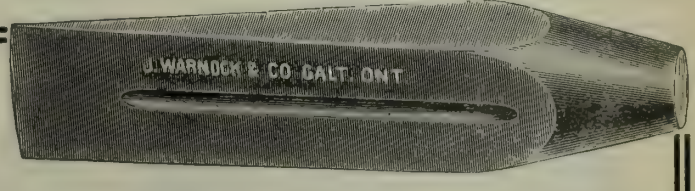
Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

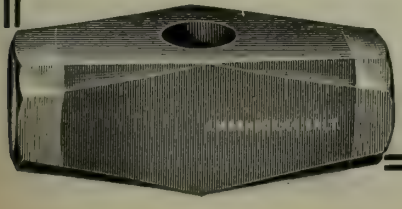
SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Hammers & Edge Tools of Real Sheffield Steel.



We are manufacturing a complete line that is unequalled in quality by any other Canadian-made line and is not excelled in quality or finish by any line made in the world.



SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co., Limited

Galt Ontario

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT



It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

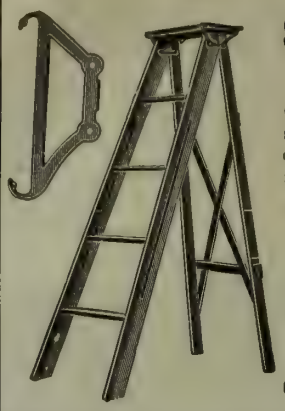
You save money by buying your mantles and glassware from us.

Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited
Danville, :: :: Que.

The most generously handled belting factory in Canada

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Special Display Case

Write for Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

JOSEPH RODGERS & SONS, LIMITED

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

Jonathan Crookes & Son

Sheffield, England



Corporate Mark

Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

PRESSED STEEL HINGES
OF ALL DESCRIPTIONS.

TEES, BUTTS,
X GARNETTS
&c. &c.

HINGES

WRITE FOR LISTS & DISCOUNTS TO THE
LONDON PRESSED HINGE CO.
MILLWALL DOCKS,
LONDON, ENGLAND.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

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Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

HARDWARE IS "STRONG" WARE
and so is

New Brunswick "KRAFT"

WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas E1 M. 1746

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

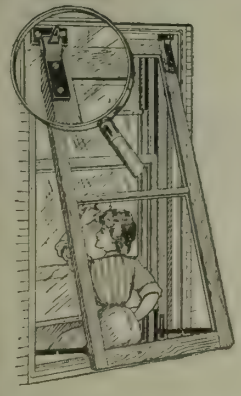
When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**



The ONLY Way is The PHENIX Way

To simply **show** Phenix Hangers and Fasteners is to sell them.

Storm Windows and Screens are as easily hung or removed *from inside* as you would hang a picture; for ventilation or for window cleaning swing them out.

Hangers Retail at 10 cents; Hangers and Fasteners retail at 15 and 25 cents per set with screws.

Every house-owner demands them.

For catalog and trade discounts address

PHENIX MFG. CO., 030 Center St., Milwaukee, Wis.

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

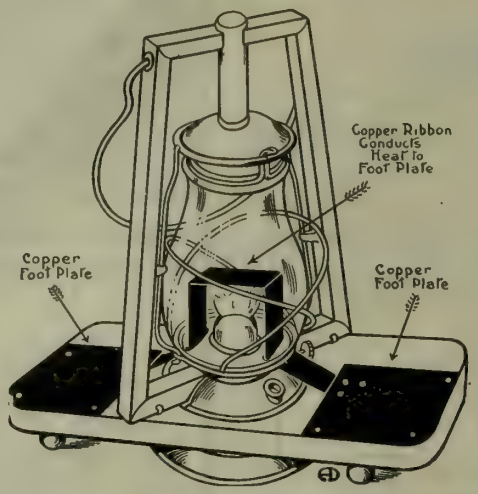
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

A Useful Novelty for Christmas Trade

"Ontario" Lantern Footwarmer!

Sells at Sight



and Pleases Everybody

Cannot Burn the Robes!!

Can be used as a Stable Lantern. Won't Upset.

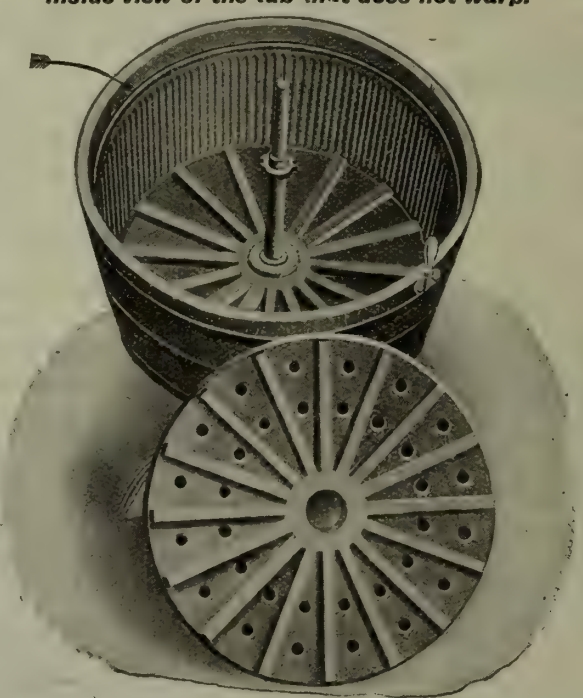
The Illustrating Competition Advertises Local Dealers.

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

A Study in NEW CENTURY WASHER CONSTRUCTION

Inside view of the tub that does not warp.



No other machine has or can have a **Rust-proof Steel Ring** sprung into a groove inside of tub, preventing warping and leaking.

No other machine has or can have a rod right up through the tub, giving absolute rigidity,

These are ***Exclusive Features*** that cannot be copied.

No other machine has a tub so ribbed that the full thickness and strength of stave is secured at top and bottom.

No other machine is or can be constructed like it.

There is really an immense difference between the ***New Century*** and other kinds.

CUMMER-DOWSWELL, Limited, Hamilton, Ont.

W. L. Haldimand & Son, Montreal, Eastern Agents. ***MAKERS*** H. F. Moulden, Winnipeg, Western Agent.

An Ideal Christmas Present

will be a set of

Nickel-Plated Asbestos Sad Irons

consisting of three nickel-plated irons, one asbestos-lined cover and handle, and one asbestos-lined stand.

Packed in a wooden box with slide cover, all ready to pass over the counter.



POT COVERS

are sold all the year round.

Why not have them stacked conveniently and neatly in a

WRIGHT'S POT COVER DISPLAY STAND?

Holds fifteen sizes, graded in half inches, from 8 to 15 inches.

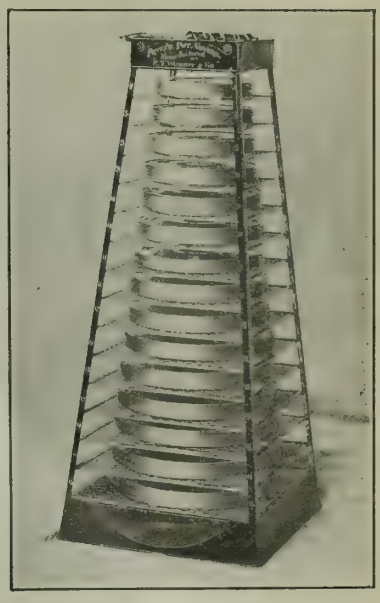
Tinned wire shelves, japanned frame.

Compartments at top and bottom for handles.

Handsome and useful.

Any size cover can be selected in a second.

Stock of covers can be estimated at a glance.

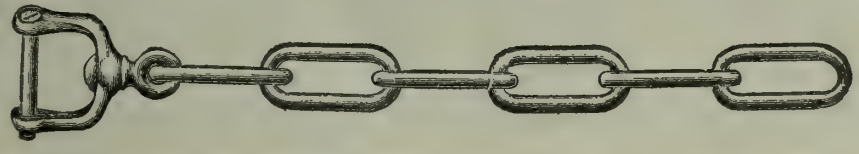


E. T. Wright & Co., Hamilton, Canada

(H. G. Wright)

Eastern representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents---Macpherson, Teetzel Co., Vancouver, B.C.
Winnipeg agents--Reynolds & Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

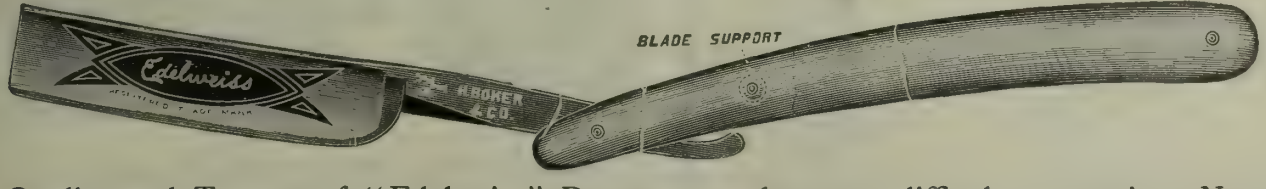
Coil Chain	*Logging Chain*	*Heel Chain*	*Loading Chain*	*German Coil*	*Halter Chain*	*Tie Outs*	*Cow Ties*

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

"EDELWEISS"

Is the name of a plant or small white flower which grows only on the Alps and Pyrenees, at a great altitude, in situations difficult of access. "Edelweiss" is much sought after by Alpine travellers and mountain climbers.



The Quality and Temper of "Edelweiss" Razors are also very difficult to attain. None but the most skillful workmen treat this Razor during the process of manufacture.

The finished "Edelweiss" Razor is in quality as much above the ordinary Razors as the Edelweiss flower grows above other flowers.

For sale by all leading Wholesale Hardware Houses.

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**



Brockville, Ont., Jan. 23rd, 1909
Messrs. J. W. Harris Mfg. Co., Ltd.
120 Sanguinet St. Montreal
Dear Sirs:
Enclosed you will find my cheque to cover account for the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here, and I have much pleasure in saying that in every case they have given perfect satisfaction.
Yours truly,
W. H. Harrison

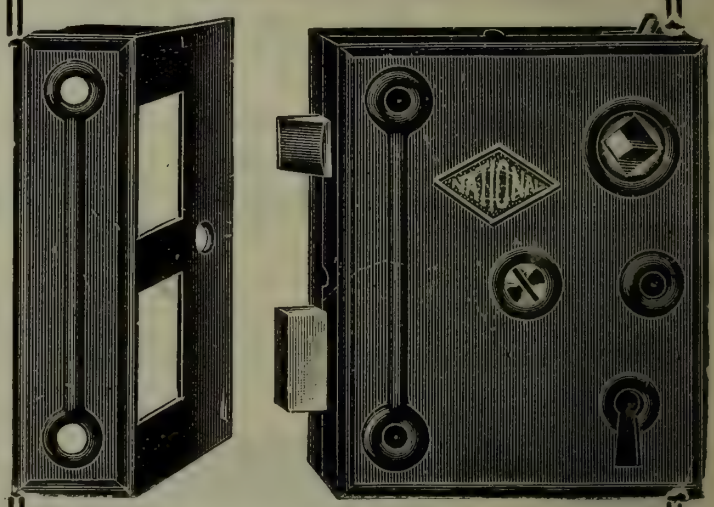
Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

Get Right With

The builders and contractors of your locality by selling them the

National Steel Rim Lock



The Only Steel Rim Lock Made in Canada

ASK YOUR JOBBER FOR THIS BRAND

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Trade W & B Mark



Trade W&B Mark

The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

THE WHITMAN & BARNES MANUFACTURING CO.

St. Catharines : Ontario

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

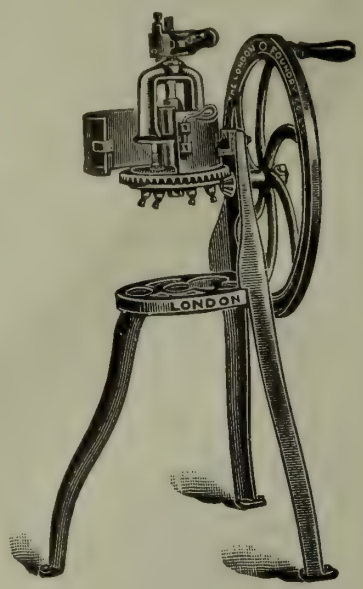
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



Just the Thing for the Christmas Season

ALCOHOL GAS STOVES

ECONOMICAL, CONVENIENT, SAFE and CLEAN

Our chafing dishes can be used with this stove. The combustion is perfect, while the stove creates its own gas. Any alcohol can be used. Its capacity is three pints. This is a ready-selling line. Write to-day for illustrated catalogue.

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto.

Sit down and write us for the exclusive agency of Brantford Roofing for your town. There's a good margin of profit in each roll. And each roll has the quality that brings repeat orders.

"Brantford" "Roofing"

is made in three styles—Asphalt, Rubber and Crystal. Ask us to send you samples, prices and our big roofing book.

BRANTFORD ROOFING CO., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:

The General Supply Co. of Canada, Limited
356-360 Sparks St., Ottawa, Ont.

Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd.

THE CONNOR BALL-BEARING WASHER

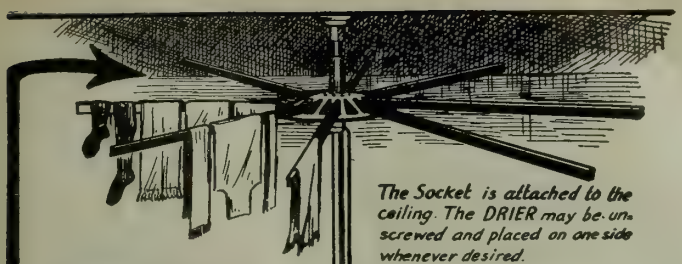


With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

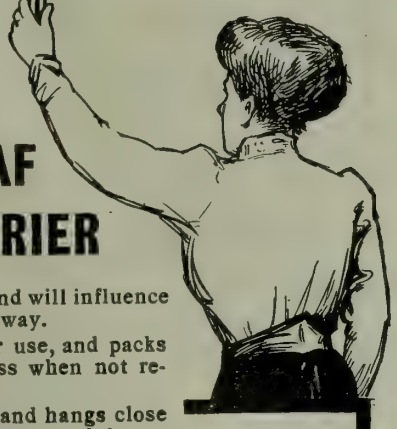
Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



The Socket is attached to the ceiling. The DRIER may be unscrewed and placed on one side whenever desired.



Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

"Safe-Lock" Wire Fence

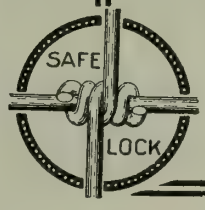
is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.



The Owen Sound Wire Fence Co., Limited

Owen Sound, Ontario

WESTERN AGENTS

Brandon Safe-lock Fence Co., Brandon, Man.



Peerless Freezer Sold Everywhere Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

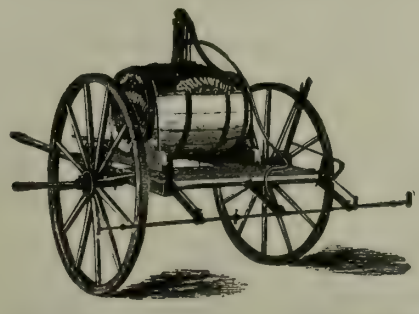
Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, O t.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA

TORONTO

The Hand SPRAMOTORS



Nos. 1 and 2, with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52-inch wheel of best hardwood, adjustable width of track and rows, all brass Spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. Price, $47.00 to $54.00. Write for free treatise.

2 Gold Medals National Horticultural Congress.

R. D. HEARD, 1382 King Street, LONDON, CAN.

THREE REASONS
Why you should stock
Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

Ask your Jobber or Write Us.

Royal Polishes Company
MONTREAL



WESTERN ASSURANCE COMPANY Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary



CAMPBELL'S XXX CHOPPER
Pays the Jobber to handle

Quick seller for the storekeeper who has customers looking for quality.

If you want the best axe made write us.

CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN, NB. CANADA

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto 52 Canada Life Idg., Montreal

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



THE MAPLE LEAF "IMPROVED RACER"

CROSSCUT SAW



This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal **Want Ad.**

"IMPERIAL" ANTI-FREEZING WINDMILL
FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE COMMERCIAL
CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff.
Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.

HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.
Mills at ST. JEROME, P.Q.

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited - BELLEVILLE
Toronto Bolt and Forging Company, Limited - - SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited - - - GANANOQUE
Brantford Screw Company, Limited - - - BRANTFORD

Head Office - - - - TORONTO, ONTARIO

THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.
He should be able to advise his customers as to the material suited to their requirements under local conditions.
When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.
OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING
We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited
82 McGill Street **MONTREAL**
F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates. 3-16 inch.....	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.....	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot..... 14 00	13 50
Cut lengths, round bars, ½ to 2 in. .	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	23 00
Copper sheet, tinned, 14x60, 14 oz..	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....		19 50
" " No. 2....		19 00
Middlesboro, No. 3 pig iron..	18 25	20 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special.....	20 00	....
Carron, soft.....	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.....	17 75	20 50
Glengarnock.....		22 50
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	....
Ferro Nickel pig iron (Soo)....		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...		27 50
Angles..... base	2 50	2 50
Common bar, per 100 lb.....	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel.....	1 90	2 15
Sleigh shoe steel.....	1 90	2 15
Iron finish machinery steel (domestic).....	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	....
Cammell Laird.....		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	0 06½	....
Silver tool steel.....	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	1 80

CANADA PLATES

Ordinary, 52 sheets.....	2 75		2 90
All bright, 52 sheets.....	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52.....	4 45	4 45	4 35
60.....	4 70	4 70	4 60
20x28x80.....	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.....	4 05	3 80	4 05	4 05
28.....	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00. extra.
Less than case lots 10 cents per hd.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 03	¼ inch.....	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass.....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate.....	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 00	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks.....	7 00	8 00

SPELTER.

Foreign, per 100 lb	6 25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base.....	$6 00
I X, 14x20 base.....	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base.....	5 00
I X, 14x20 base.....	6 00
I X X, 14x20 base.....	7 00
I X X X, 14x20 base.....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base.....	5 50	5 75
I X, 14x20 base.....	6 50	6 75
I X X, 14x20 base.....	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base.....	4 25
I X, 14x20 base.....	5 00
I X X, 14x20 base.....	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base.....	4 00
20x28, double box.....	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin.....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25		7 35
" " 26 "	....		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases 15c.; bagging or papering, 10c

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Soissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE.

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, H.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 50
Bladders in bbls	2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine single barrels	1 03	1 05
Wood Turpentine		0 50
Linseed Oil, raw	1 09	1 13
" boiled	1 12	1 15
Rosin, "G" grade, bbl lots, s.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	3 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	3 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 35
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	3 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 50	6 65
Elephant Genuine	6 50	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 00	7 25
"Anchor," pure	5 50	5 75
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	5 90
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		5 75
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	6 00	6 25

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Saylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 25 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better – *and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
400 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	8 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, dos	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 35
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 55 p.c.
Screw hook and hinge—
under 12 n. per 100 lb. 4 50
over 12 in. " 3 50
Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 6 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes, 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'& 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 11ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in.; $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 3, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ¾ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, stanles, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ pe cent. "Singalese" and "Alaska" Nevad silver flatware, 42 p.c.

Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.

2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto



Cut from Heel to Point Perfectly Nickel-Plated.

Ordinary Bent Trimmers

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 60

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs.	1 65

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22⅝ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's ...per doz.	0 65 1 00
North Bros., No. 30 ..per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	3 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common...per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	16 75

STONES—OIL AND SCYTHE.

Washita...per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe ...per gross		3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Larkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	48 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " 34 in	1 00
" " 36 in	1 35
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Bolts.
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Montreal Rolling Mills, Montreal

Bolts---Expansion
Star Expansion Bolt Co., New York

Box Strapping
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Brass Goods
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Kerr Engine Co., Walkerville, Ont.
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Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
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Kemp Mfg. Co., Toronto.

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Cold Rolled Strip Steel
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Corrugated Iron
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Dorken Bros. & Co., Montreal.
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Drills---Brick and Stone
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Enameled Ware
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Furnaces
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Pease Foundry Co., Toronto.

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Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
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Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
Hobbs Mfg. Co., London
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Toronto Plate Glass Importing Co
Toronto
Consolidated Plate Glass Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
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Pilkington Bros., Ltd., Montreal
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Taylor-Forbes Co., Ltd., Guelph, On

Hockey Sticks

Still, J. H. Mfg. Co., St. Thomas.
E. B. Salyerds, Preston.
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.

Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

Montreal Rolling Mills, Montreal.

Ice Cream Freezers

North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Jacks

Covert Mfg. Co., Troy, N.Y.

Lamps

Queen City Oil Co., Toronto

Lanterns

Thos. Davidson Mfg. Co., Montreal
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brookville, Ont
Taylor, Forbes Co., Guelph.

Lighting Fixtures

McLaren & Co., Merrickville

Lights, Gas

Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc

Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

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Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y

Nail Pullers

The Bridpgeport Hdw Corp., Bridgeport, Conn.

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Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

Queen City Oil Co., Toronto

Oil Tanks.

Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.

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Canadian Wire Goods Mfg. Co., Hamton

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
The Dougall Varnish Co.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Chadeloid Chemical Co., New York

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.

Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

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Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

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Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros., New York

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Red Oxide

The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

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Barnet Mfg. Co. Ltd., Renfrew, Ont.

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The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

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Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

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Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

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Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

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Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

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Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

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R. Heinish's Sons Co., Newark, N.J
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McGlashan, Clarke Co., Niagara Falls.

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Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Alexander Gibb, Montreal

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal.

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Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, On

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Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, On
Canadian Heating & Ventilating Co Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd. Brockville, On
Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

Tacks.

Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.

Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.

A. C. Leslie & Co., Montreal

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The Goodell-Pratt Co., Greenfield, Mass.

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Vacuum Cleaners

Universal Vacuum Cleaner Ltd., Montrea
Onward Mfg. Co., Berlin

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The Glidden Varnish Co., Toronto

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

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Louis Newmark, Montreal.

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montrea
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

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Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

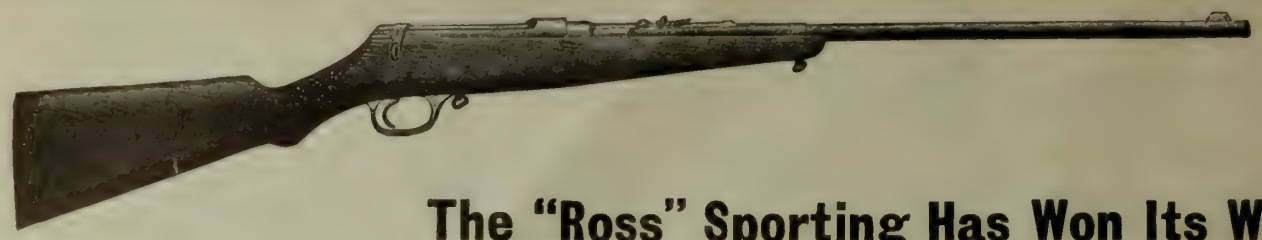
WELL KNOWN BRANDS MADE IN CANADA BY

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KEARNEY and FOOT
McCLELLAN



GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.



The "Ross" Sporting Has Won Its Way



Where there was one "Ross" Rifle two years ago, there are three to-day.

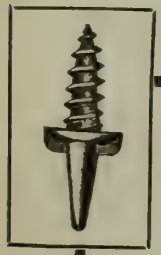
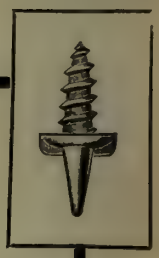
That means that the "Ross" Sporting Rifle is giving complete satisfaction all along the line.

With the sporting and the holiday seasons now on, there will be the usual demand for rifles.

If you have a supply of "Ross" Sporting Rifles you can confidently recommend them. You will find, as other dealers have done, that your sales will rapidly increase

$25.00 and upwards.

Ross Rifle Co. - Quebec

LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA





KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED





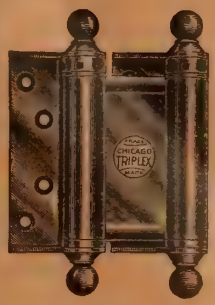


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

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CHICAGO SPRING BUTTS







A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — TRADE CSB CO MARK — NEW YORK

Send for Catalogue M 26

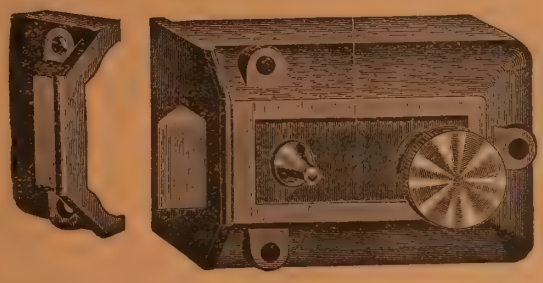
Be wise in time

and make sure that your stock of locks is ready to fill every demand! Our rim and mortise locks, and front, inside and store door sets will be found to satisfy your requirements. They are of the best make, design and finish.

Write for Prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

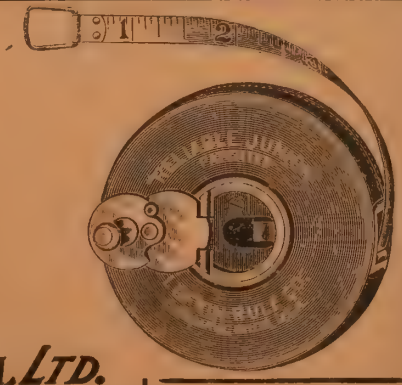




Cylinder Night Latch, No. 103

LUFKIN Measuring Tapes

Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.



THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

SOLD BY ALL GOOD JOBBERS

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Black Diamond File Works

G. & H. Barnett Co.

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Twelve Medals



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"Practically Indestructible"

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PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We carry a stock in all sizes and gauges and can make immediate shipment.

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

A RED HOT SELLER!

You can create many more customers for your skates by pointing out that Canada's winter pastime does not mean ankle weakness if the skater is wearing the



"Perfection"

Steel Ankle Support

The device is easily fixed, and by means of a hinge and sliding attachment the ankles may bend forward or backward, but never sideways.

Ladies' size is suitable for children.

Has proved an immense benefit to the learner as well as to the experienced skater.

Send for prices.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND, ONT.

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Bldg.
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VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 10, 1910 NO. 50

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses

"Globe"

BLACK SHEETS

Unsurpassed for all ordinary work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

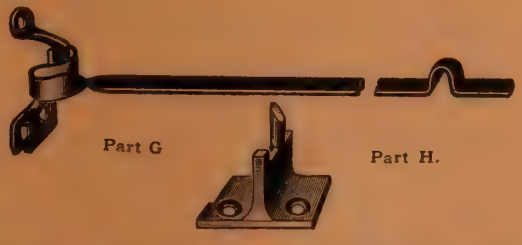


Sensible Fastener No. 1.

An Effective Window Fastener

Here's a line to recommend without hesitation! When the window is opened for ventilation, the fastener falls into position, acts like a spring and allows no rattling. When window is drawn up tight, fastener makes a perfectly air-tight lock. Made of best malleable iron, except lever, which is steel.

Sold by all Jobbers
Order parts by Letter and Number.



Part G Part H.

Note intersection of post and loop, which makes adjusting easy. Finished in black japan or galvanized, and packed 1 doz. sets in box, with screws.

TAYLOR-FORBES CO.
Limited
Head Office and Works
GUELPH - ONTARIO

TAYLOR-FORBES CO., Ltd., 246 Craig St. W., MONTREAL
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.
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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.



Bottom Fastener No. 1.

INDEX TO ADVERTISERS.—page 70-71.



A Christmas Gift Worth While

Backed by a GILLETTE Safety Razor, your Christmas Greeting of Good Will will be renewed every morning for years to come.

No article of personal use gains quite such a hold on a man's affections as the keen, business-like little GILLETTE. Daily, in three minutes, it transforms him from a man uncouth, ungroomed, into a clean-cut modern man of action.

So easy, too!. No honing—no stropping—no cautious working round the awkward corners of his face.

He just picks up the GILLETTE—and SHAVES.
It slips through the stiffest beard with never a pull, never a gash. Any man can shave with a GILLETTE the first ti

Handsome as a piece of jewelry, and a real, saving comfort, the GILLETTE is a Christmas —and worth getting.

Your hardware dealer, druggist or jeweler splendid selection of GILLETTES. Standard Editions, $5 to $6—Combination Sets from $6.50

GILLETTE SAFETY RAZOR CO. OF CAN

Gillette

OFFICE AND FACTORY,
63 ST. ALEXANDER STREET, MONTREAL.

It's Up to You!

At the left is a sample of the catchy, convincing Christmas copy we are running for your benefit throughout Canada.

We've put more good, strong advertising behind the GILLETTE this year than any other manufacturer has put behind any other article on your shelves.

The result?

Thousands of people are buying GILLETTES this season.

At the right is the ad. we are running in the papers in the second week of December.

Sensational? Yes, on purpose. We're bound to make everybody read it, and we rather think they will.

Read it yourself. Note what it says. The GILLETTE business is all around you. Some hustling dealer is going to get it.

It's strictly up to you.

Gillette Safety Razor Co.

of Canada, Limited.

Office and Factory: 63 St. Alexander St.
MONTREAL

CHRISTMAS SALE

of

Gillette Safety Razors

GILLETTES have been advertised during the whole year, and have sold faster than ever before.

Now that the Christmas rush is on, with the keenest demand of the whole twelve months, GILLETTE dealers all over the country are helping not only to remind you what a splendid Christmas present the GILLETTE makes, but to tell you in which stores you can find the best assortments to choose from.

If your hardware dealer, your druggist or your jeweler has a good assortment of GILLETTES you'll see his advertisement in the local paper or notice the big GILLETTE Depot Sign on his Store-front.

No use to look for

CUT PRICES

for the Standard GILLETTE sells the world over for the uniform and reasonable price of $5.00. Pocket Editions run from $5.00 to $6.00, and Combination Sets from $6.50 up.

Go in to the GILLETTE Dealer's store and look the GILLETTE styles over carefully. You are pretty sure to find among them just the Christmas gift for which you are looking.

GILLETTE SAFETY RAZOR CO. OF CANADA, LIMITED,
OFFICE AND FACTORY, 63 ST. ALEXANDER STREET, MONTREAL.



Every Class of Skater

—The beginner, the expert and the hockey player, will find the greatest comfort and benefit by wearing the

"Perfection"
Steel Ankle Support

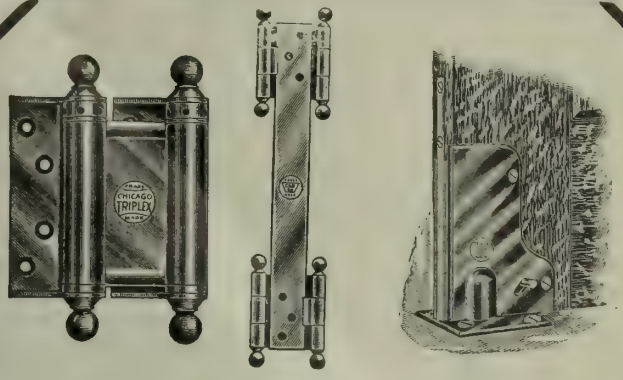
It is made of strong, light steel, with sliding hinge attachment that permits the wearer's ankle to move backwards and forwards, but not sideways. Easily attached, and the ladies' size is suitable for children.

Here's a brand new idea that will surely boom your skate sales! Get in touch with us to-day, and be in time to supply this winter's demand for PERFECTION SUPPORTS. Write us to-day.

THE OWEN SOUND STEEL PRESS WORKS

OWEN SOUND, ONT.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

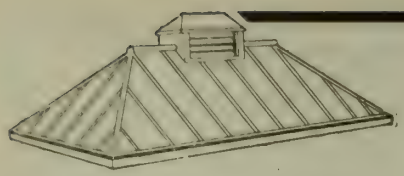
They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.

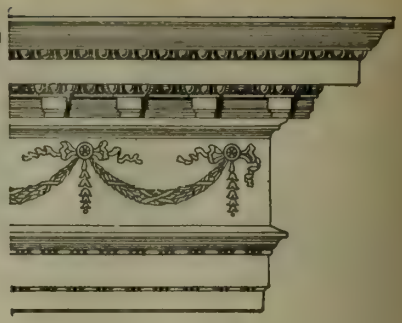


They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.





Two profitable lines for the down-to-date hardware dealer

METALLIC

Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building.

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

57

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a **Good Profit** For the **Hardwaremen**

Write for Terms to the Sole Manufacturers



The "CHRISTY" Safety Razor Outfit.

Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

DISSTON HAND SAWS



As Staple as Wheat

IMPORTERS AND DISTRIBUTORS

LEWIS BROS., Limited, MONTREAL

Ottawa, Toronto and Vancouver

"Universal"

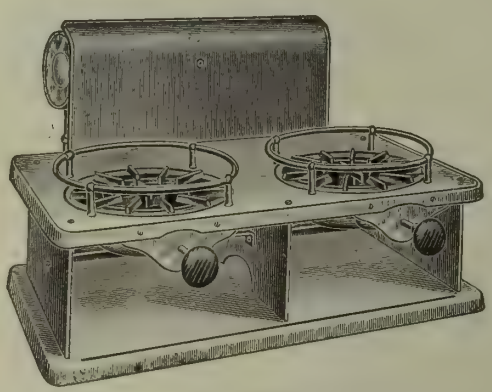
Alcohol Gas Stoves

Make Handsome and Serviceable Christmas Gifts.

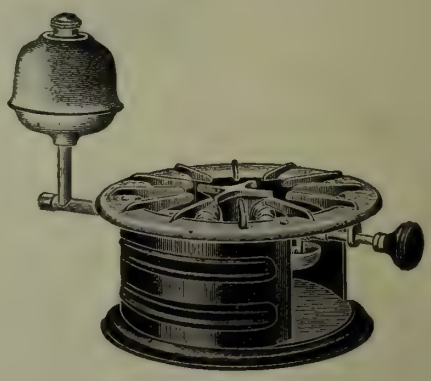
Hardware Merchants should stock this line. They are moderate in price and in great demand. Order a few at once and place them where the Holiday Shoppers may see them.

Most Convenient and Effective Stoves for all Household Purposes

ALCOHOL GAS STOVES



No. 120
With Brass Rail



No. 10
Without Brass Rail

The "Universal" Alcohol Gas Stoves accommodate all regular cooking utensils and are absolutely safe. Easily regulated, clear burning, odorless and easy to light.

WRITE FOR PRICES

Write for Circulars of "Universal" Alcohol Gas Stoves

WE SHIP PROMPTLY

Particular attention paid to Mail Orders

WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

F. & W.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

F. & W.

FOR CHRISTMAS

There is no better Quality in High Grade Plated Ware to be had, nor better value than STERLING'S ONLY RIVAL



Avalon Design

COMMUNITY SILVER

Extensive Magazine Advertising has created a keen craving in every woman's heart for this Silver with its Artistic Designs.

No gifts sell easier or pay better.



Classic



Flower De Luce



Louis XVI.

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MONTREAL AND WINNIPEG



BRANTFORD ALL-AROUND GLUE

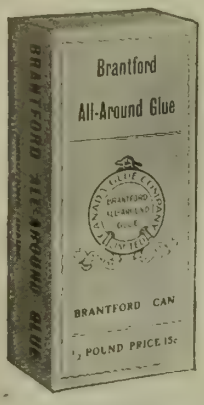
(GRANULATED)

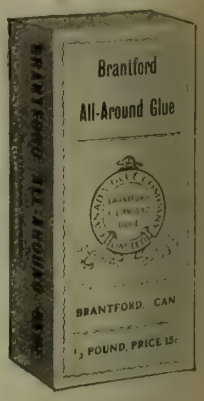
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

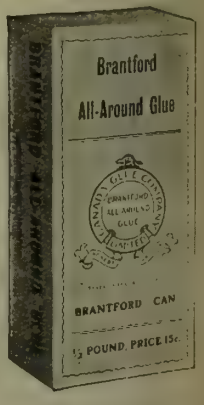
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	Winnipeg, Man.
Miller-Morse Hdwe. Co., Limited	Winnipeg, Man.
G. F. Stephens & Co., Limited	Winnipeg, Man.
Wood, Vallance, Limited	Winnipeg, Man.
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	St. John, N. B.
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	Halifax, N. S.
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	Montreal, Que.

IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.









That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

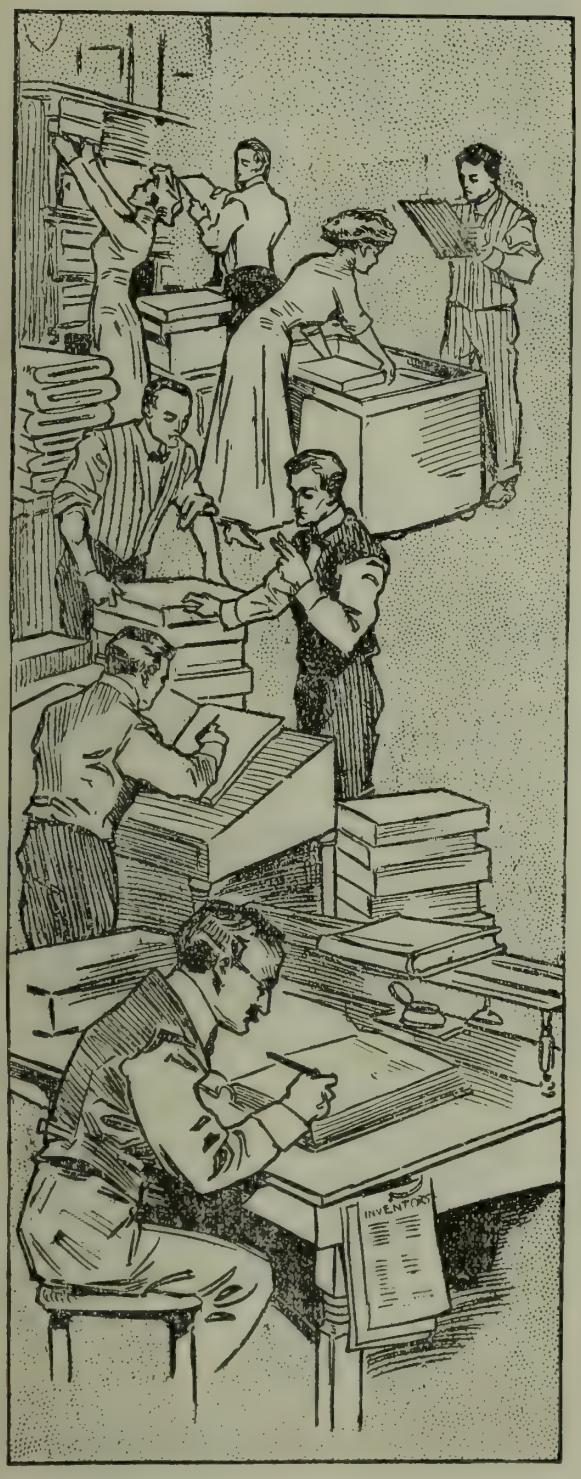
ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.



Prompt Shipments

PART of our reputation is the facility with which shipments are made and goods delivered --something of large importance at this season of the year, when everyone is wanting goods in a hurry. We have the best possible organization for doing things quickly and precise, and once you get a taste of our service the more satisfied you will be to stay with us. Immediate attention given to Letter, Telephone and Telegraph Orders.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY — **TORONTO** — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

DAVIDSON'S DECORATED ENAMELED WARE

FOR THE HOLIDAY TRADE



White Enameled

DECORATED CHILD'S SETS

No. 7, with new style deep plate.



TEA POTS

Enameled Royal Blue with Go d Decorations, very attrac tive, Globe shape with seam less Body, 5 sizes, from indi vidual pots to 3 quart capacity. Nos. 551a, 551, 552, 553, 554.

TEA and COFFEE POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



CUSPIDORS

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Decoration. No. 035.



WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

Disston Superfine Files

The genius of the Disston organization is strikingly manifest in this department of the great industry.

The superfine file building is perfectly equipped for the exceptionally fine class of work.

In this department we employ the most skillful workmen in America—many of them with half a lifetime of special training in our own establishment.

We make all the steel used. It is unquestionably the best steel in the world for superfine files.

Every file fully guaranteed.



A Section of the Superfine File Department

If you have work of any kind wherein close, smooth filing is required, by all means use a Disston Superfine.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers, being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass*

DOMINION STALL FIXTURE



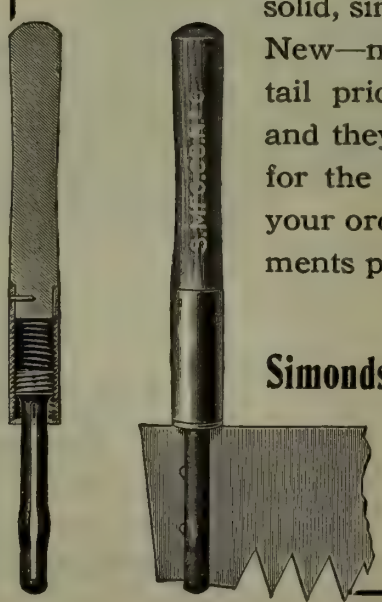
Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

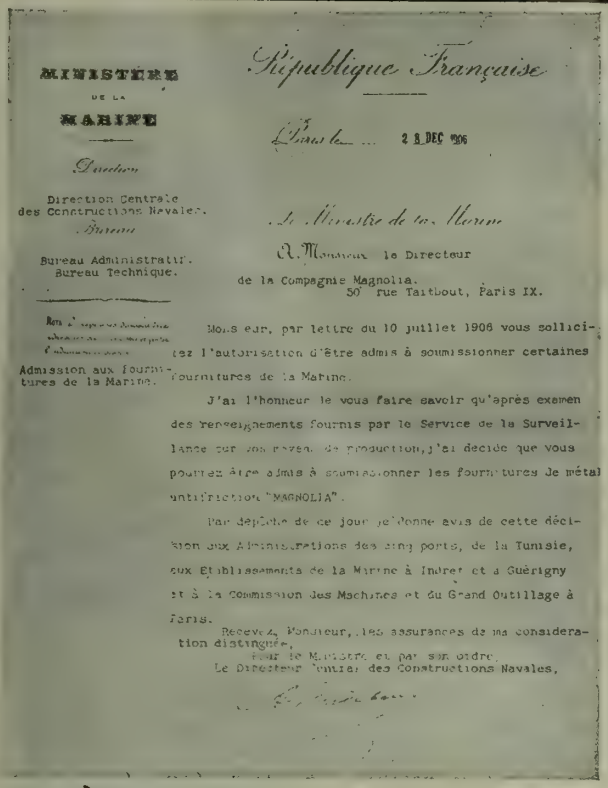
Oneida Community, Ltd.
Niagara Falls - Ontario

Why sell an inferior handle when the Simonds No. 6 can be bought right in Montreal?



The illustration shows the solid, simple construction. New—neat—strong. Retail price 50c. per pair, and they are good sellers for the money. Send in your order to-day. Shipments promptly made.

Simonds Canada Saw Co.
Limited
St. Remi St. and Acorn Ave
MONTREAL, QUE.
ST. JOHN, N.B.
VANCOUVER, B.C.



MINISTÈRE DE LA MARINE

République Française

Liberté — Égalité — Fraternité

Paris le 28 DEC 1906

Direction Centrale des Constructions Navales.
Bureau
Bureau Administratif.
Bureau Technique.

Le Ministre de la Marine

A Monsieur le Directeur de la Compagnie Magnolia. 50 rue Taitbout, Paris IX.

Admission aux fournitures de la Marine.

Monsieur, par lettre du 10 juillet 1906 vous sollicitez l'autorisation d'être admis à soumissionner certaines fournitures de la Marine.

J'ai l'honneur de vous faire savoir qu'après examen des renseignements fournis par le Service de la Surveillance sur vos moyens de production, j'ai décidé que vous pourriez être admis à soumissionner les fournitures de métal antifriction "MAGNOLIA".

Par dépêche de ce jour je donne avis de cette décision aux Administrations des cinq ports, de la Tunisie, aux Etablissements de la Marine à Indret et à Guérigny et à la Commission des Machines et du Grand Outillage à Paris.

Recevez, Monsieur, les assurances de ma considération distinguée,

Pour le Ministre et par son ordre,
Le Directeur Général des Constructions Navales,

MAGNOLIA ANTIFRICTION METAL

TEST No. 783

By the Research Laboratory of the

FRENCH GOVERNMENT

These Tests were Divided into Three Sections

1st. Determination of the coefficients of friction under varying pressures.

2nd. Determination of temperatures under different velocities.

" Endurance Tests."

3rd. Determination of the rate of wear.

Report of these tests was accompanied by fourteen tabulations and the results were so highly favorable to Magnolia Metal—sustaining in every particular its well-known qualities---that the letter shown hereon was written by order of the Minister of Marine approving of the use of Magnolia Metal by the French Navy. No people surpass the French in scientific knowledge and highly technical, painstaking investigation, and their endorsement of Magnolia Metal is another strong link in the chain of evidence that we are able to furnish.

Sold by the leading dealers everywhere or by

MAGNOLIA METAL CO.

225 St. Ambroise St., Montreal

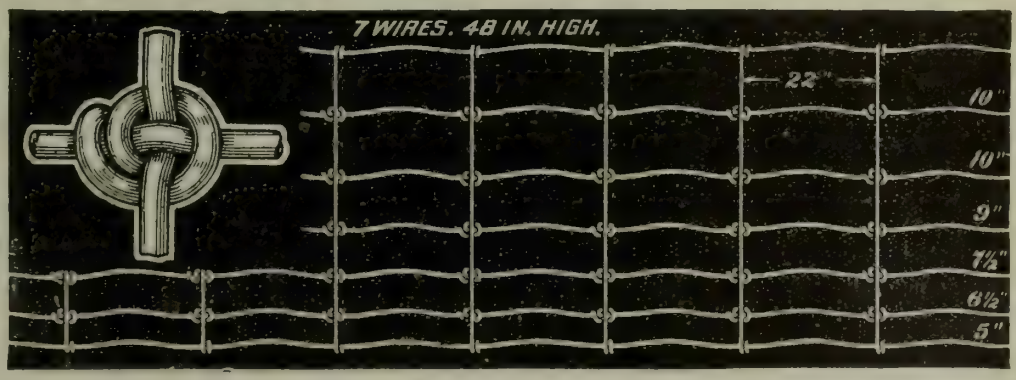
New York - - Chicago

TRADE MARK

SPECIAL OFFER PRACTICAL ENGINEER POCKET BOOKS. Containing 680 pages treating on over 2000 Mechanical and Engineering subjects brought up to date. We offer this valuable reference work at the very low price of 40 cents postage prepaid. Let us know if you want copy. Address Montreal Office

THIS is "Dominion Special"

"The Landmark of the Future"



The above is but one of many popular styles of our Woven Field Fence.

Spring prices are just out; write for them, and at the same time ask about our "Mixed Carload" Proposition.

Book your requirements now, and avoid delayed spring shipments.

ESTABLISHED 1880 INCORPORATED 1903 DOMINION TRADE MARK

The Steel Company of Canada, Limited

Dominion Wire Manufacturing Co., Limited—Branch

Manufacturers of Iron and Steel Wire, Wire Nails, Wood Screws, Fence Staples, etc.

MONTREAL

Products That Sell In The Winter



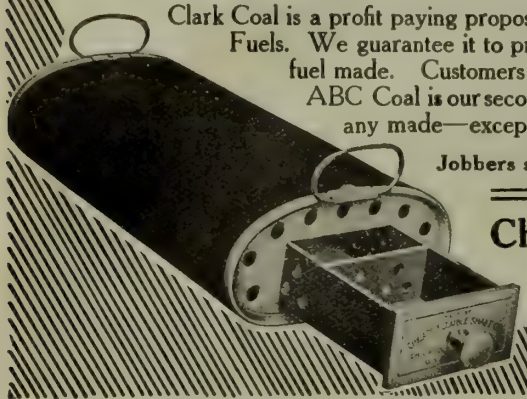
Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Liberal Advertising all the time makes Clark Products the Dealers' Line

Clark Heaters and Clark Coal



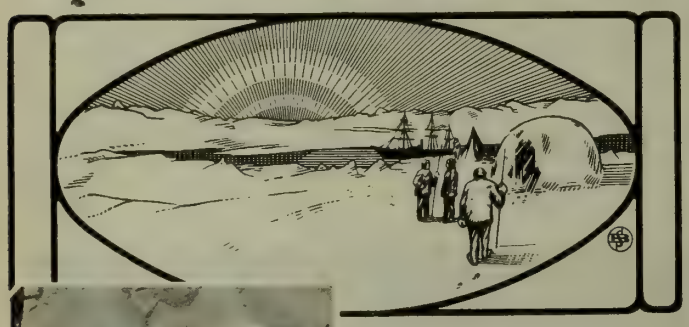
Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1910-1911 Catalog.



Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago



Pilkington's 'ARCTIC' GLASS



A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

Samples and Prices on application.

PILKINGTON Bros. Ltd.

MONTREAL, TORONTO, WINNIPEG and VANCOUVER, B.C.

Works :—ST. HELENS, ENGLAND.

"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

If your jobber cannot supply you, write us.

SCHUCHARDT & SCHUTTE

MONTREAL, 307 Coristine Building.

BRISTOL STEEL FISHING RODS

FREE

100 FISH HOOK DISGORGERS

For You to Present to Your Customers

These Hook Disgorgers are very handy. They can be carried in a vest pocket, or in the fly book. Fishermen, old or young, like to have one in their kit. You will please your customers and you can make new customers if you will send the coupon below immediately for your allotment of these Hook Disgorgers and then use discrimination in giving them out. The number that we have in stock is limited, and will be allotted according to the rule, "First Come, First Served."

THE HORTON MFG. CO.

Department E.

BRISTOL, CONN., U.S.A.

CUT OFF AND MAIL COUPON.

The Horton Mfg. Co.,
Dept. E, Bristol, Conn.

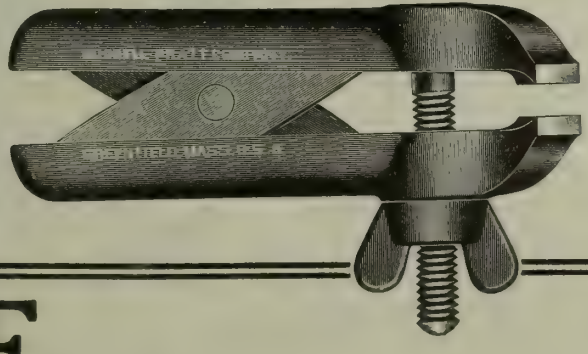
We will appreciate very much your sending us the 100 Fish Hook Disgorgers offered above.

Name .....

Street Address .....

City ..... *State* .....

Our most popular selling "Bristol" Rod is No. .... We buy through ..... (jobber), and usually sell in a season about ..... "Bristol" Rods.





SEE

Goodell-Pratt's Hand Vises

Their construction is worth investigating, and you will then have something to talk about.

Note that they are so constructed that THE FACES OF THE JAWS ARE ALWAYS PARALLEL regardless of how far they are opened.

SEE THE POINT?

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

HENRY ROGERS, SONS & CO., LTD.

ESTABLISHED OVER 100 YEARS

SHEFFIELD, Eng | 6 St. Sacrament St., MONTREAL | WOLVERHAMPTON, Eng.

METALS

Galvanized and Flat Sheets, Bars, Tinplates, Pig Iron, Lead, etc.

CUTLERY

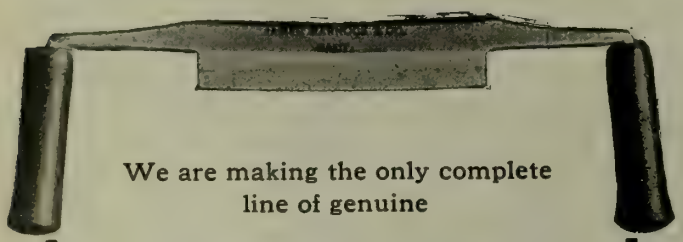
Table Cutlery, Pocket Cutlery, Razors, Butcher Knives and Case Goods.

REGD. TRADE MARK

HRS&Co

HARDWARE

OF EVERY DESCRIPTION



We are making the only complete line of genuine

Sheffield Steel Edge and Lumbering Tools

produced in Canada. The quality and finish of these tools are not excelled by any line made in the world.

SOLD BY ALL JOBBERS

Allan Hills Edge Tool Co.

LIMITED

GALT :: :: :: ONTARIO



TRADE MARK KEYSTONE BRAND REGISTERED

Brushes

for Spring Trade

We make a specialty of WHITEWASH, KALSOMINE, SCRUB, SHOE, STOVE, HORSE BRUSHES and STABLE BROOMS, and our values in this class of goods are unequalled.

By placing your order early it will receive better attention than if you wait until the spring rush, and you will be sure to have the goods in time.

Write for prices now

Stevens-Hepner Co., Limited

PORT ELGIN - - - ONTARIO

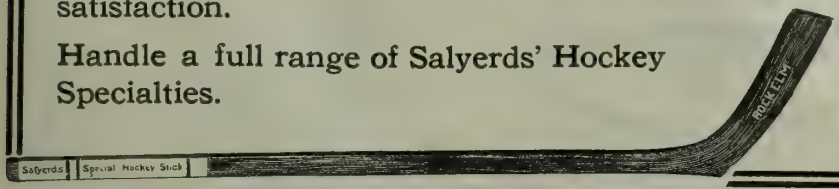
QUALITY BALANCE FINISH



In our large range of Hockey Sticks there's a stick to suit every player.

They are made solely of second growth Rock Elm and are noted for their wearing qualities. Guaranteed to give complete satisfaction.

Handle a full range of Salyerds' Hockey Specialties.

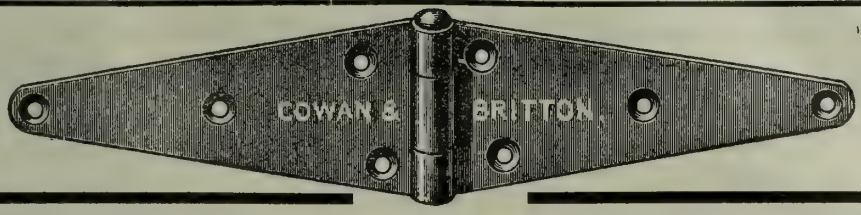


Wholesale and Jobbing Trade only

E. B. Salyerds

PRESTON :: ::- :: ONTARIO

Hinges
Butts



Builders' Hardware

We are Headquarters for every description of finest quality of Builders' Hardware, including Butts, Hinges, Hasps, Staples, Nails, etc. Over 50 years' reputation for quality recommends our goods, which will be found to give unvarying satisfaction. Order from your jobber or write us direct.

COWAN & BRITTON, :: :: GANANOQUE, ONT.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We make a great variety of special Planes. Among them are RABBET PLANES, FILLETSTER PLANES, DADO PLANES, MATCH PLANES, CHAMFER PLANES and TONGUEING and GROOVING PLANES.

Only a few of these special Planes are shown here.

Send for a Catalogue containing complete description of these and other tools.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED



THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

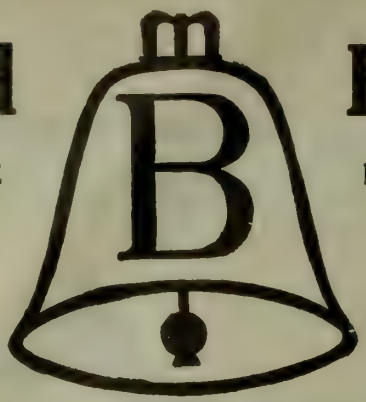
PLEASE MENTION THIS PAPER.

Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Bell Brand Horseshoes

TRADE  MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO

Look for this Trade Mark!

TRADE  MARK

Registered

It is the mark of Quality, branded on every genuine

LUNDY SHOVEL

and will be your guarantee of complete satisfaction. Every "Lundy" Shovel is a welded shovel, noted for its smoothness of handle and finish of blade.

We make nothing but welded shovels, because we are convinced of their superiority. We carry large stocks of our four brands and can promise the promptest shipment.

LION
UNICORN
NUGGET
DEMON
Shovels

Lundy Shovel & Tool Co.,

LIMITED

Peterborough - - Ontario



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

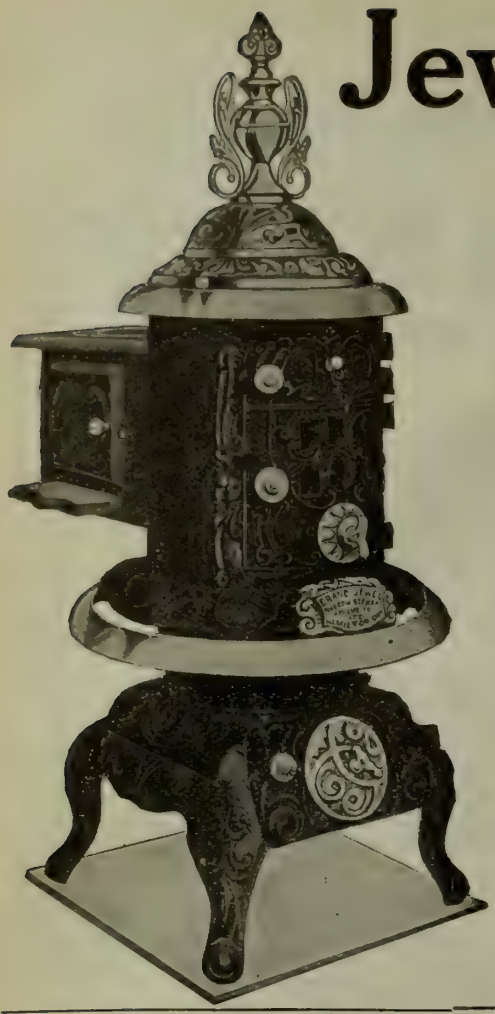
Built after the dictates of common sense.

Here is a tea kettle that sells on sight.

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

"Monarch Diamond"

Every improvement which really makes for practical efficiency has been introduced into the MONARCH DIAMOND RANGE, and you will find it a splendid line to feature.

It is made of heavy gauge planished steel, interlined with asbestos and steel---a 3-ply wall of great durability.

The oven is large and roomy and the firebox well proportioned.



Planished Steel Ranges

Grate bars can be removed and replaced with very little trouble.

A range that is profitable and satisfactory to handle.

Get catalog and discounts.

Write us to-day.

Butterworth Foundry, Ltd.
Ottawa, - Can.

The Most Extensively Advertised Oil Consuming Devices on the Market

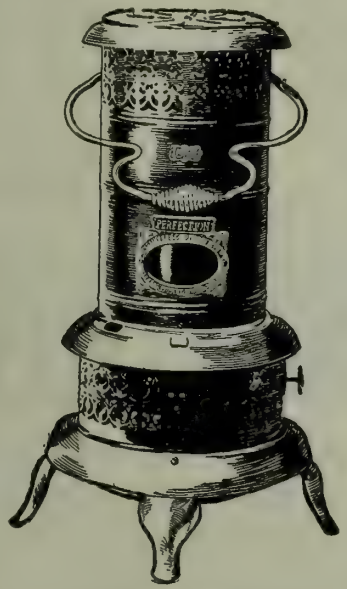
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE **THEY SELL THEMSELVES**



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

THE COMMERCIAL
CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

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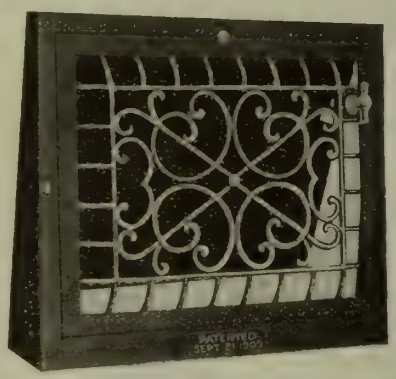


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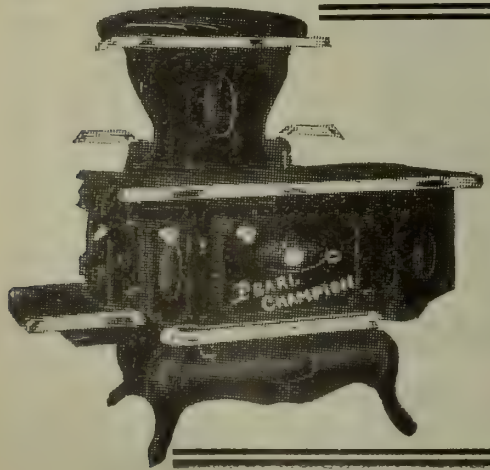
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The Jas. Stewart Manufacturing Co., Ltd.

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A Range just as good as its Grate!

The range which gives the most complete combustion is the range for you to feature. And the

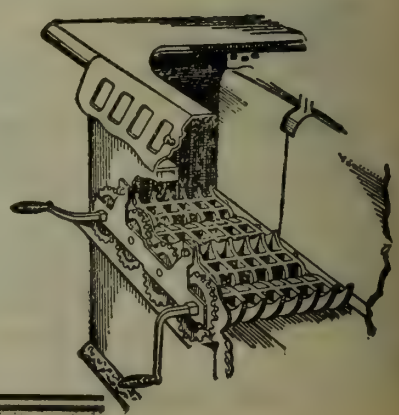
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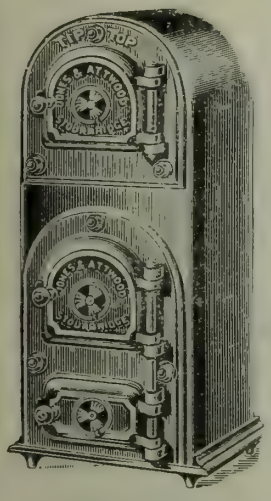
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Picton, : : Ontario



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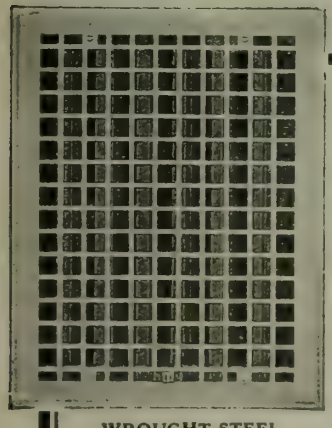
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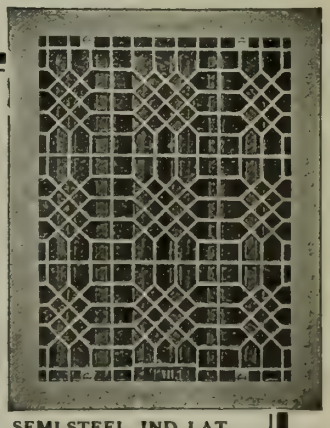
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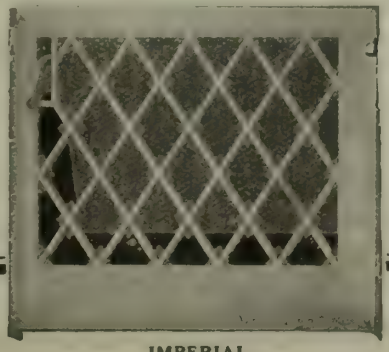
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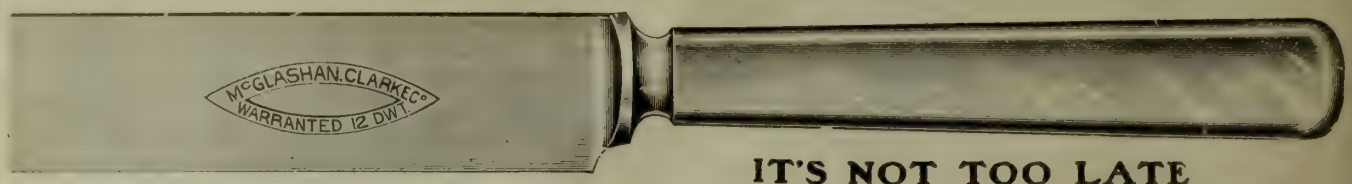
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Mfg. Company of Canada,
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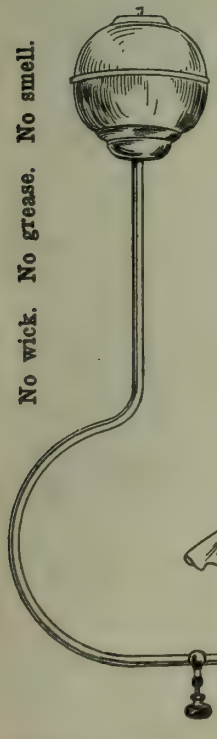
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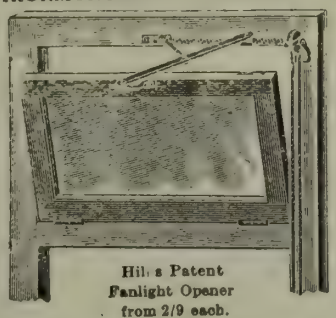
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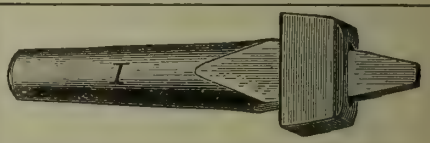
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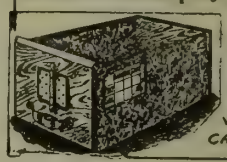
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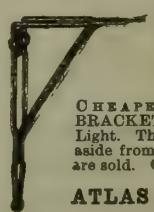
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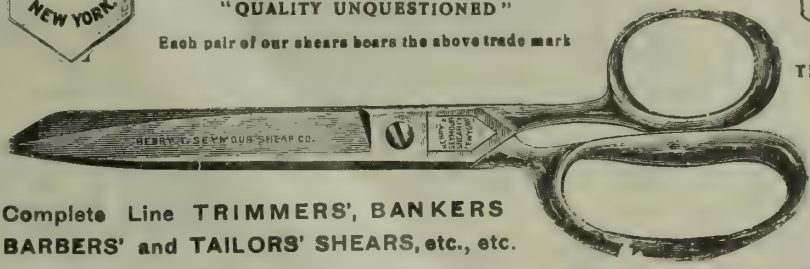
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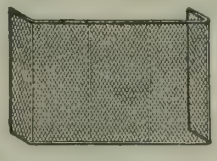
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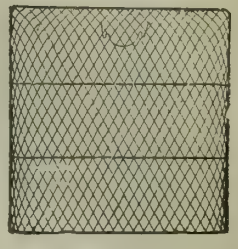


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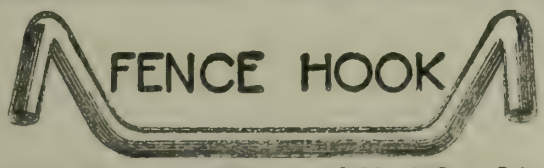
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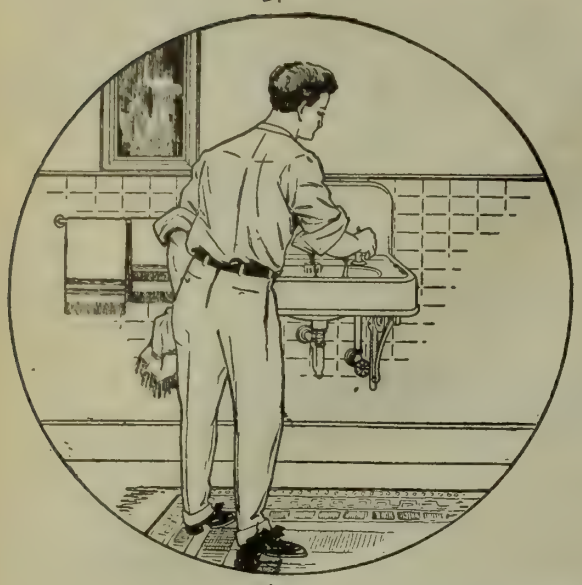
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Hardwaremen

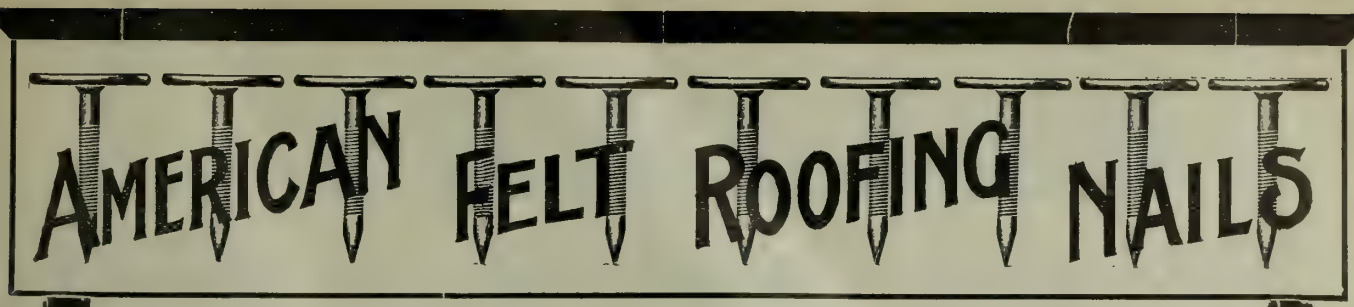
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You can have trough made by this improved method in any gauge of steel, and with square or round bead. We make a specialty of circular trough, curved any radius you desire.

We make our *Conductor Pipe* just as carefully and accurately as we do our trough. So if you want superior trough and conductor pipe at very reasonable prices, just write us for quotations.

Metal Shingle & Siding Co., Limited

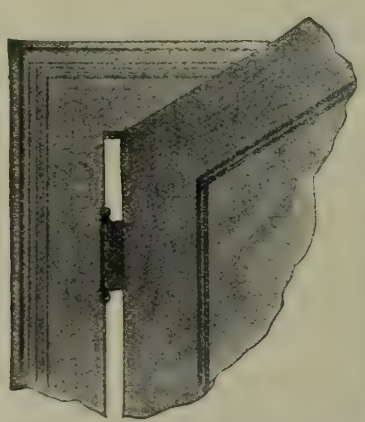
Branch Office and Factory, Montreal, P.Q. - PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

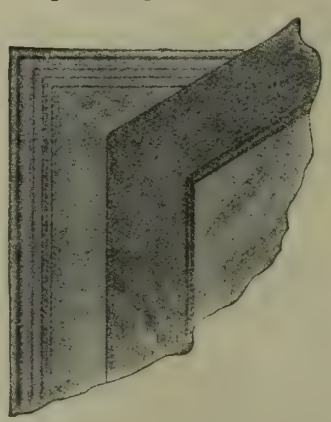
Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

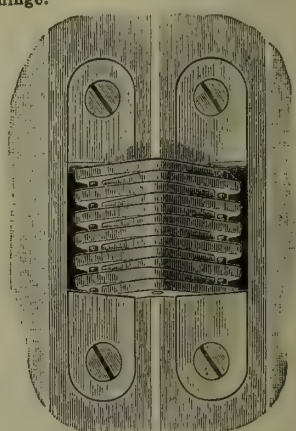
COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years. The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



Invisible Hinge as it appears when door is open

No. 101, suitable for wood ⅛" to ¼" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¾". Will carry a door 5' x 2' x ⅛.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1½.
No. 112, wood must be 1⅛" to 1½". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1⅝" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.

Why you should push Genasco

There's nothing you sell that has a better chance of good returns than

Genasco
Ready Roofing

To begin with, Genasco has the quality. That makes it easy to "talk it up." You can count on absolute satisfaction to your customer, and look for him back again for more.

We guarantee Genasco, and thus secure for you a greater degree of confidence than ever from your customer.

Another thing: we have paved your way for easy sales by our persistent advertising year after year.

And your jobber will supply you with printed helps to make your selling efforts tell to their utmost.

Genasco is an easy proposition—and a profitable one. It is satisfactory all around, and you ought to get the full benefit.

Write to-day for samples and full information.

GENASCO — THE STANDARD OF EXCELLENCE — TRADE MARK

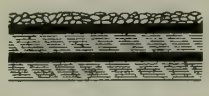
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

THE KANT-LEAK KLEET is the newest and easiest fastening for ready-roofing.

This Mantel is a Beauty

The picture conveys a pretty fair idea of its simple, but graceful lines. Woodwork in quarter-cut White Oak, golden color, polish finish, and Birch Mahogany, polish finish. Height, 76 in.; width, 60 in. Wall plates attached to 5 feet wide. Tile opening, 42x42 in. Projection, 4 in. British Beveled Plate Mirror, 18x40 in.



Write for Complete Catalog.

The Barton Netting Company, Limited

38 Ouellette Avenue, Windsor, Ont.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary

REASONS WHY YOU SHOULD BUY

Dominion Ammunition



Stands for Quality.
Means best Profit.
Stands for an absolute guarantee to you.
Means satisfied customers.
Stands for attractively labelled goods.
Demanded by the most successful shooters in Canada.

MANUFACTURED BY

Dominion Cartridge Company, Limited

AMMUNITION MANUFACTURERS : : MONTREAL, CANADA

KEMP'S

Enamelled Tea and Coffee Pots are popular sellers everywhere



Prices on Application



Our Brands, "DIAMOND," "PEARL" and WHITE ENAMELLED WARES, will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. SEND US YOUR ORDERS.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET. MONTREAL, QUE.

Many Manufacturers Will Make Exhibits at Peterboro

All the Booths in the Big Armouries Allotted Three Months Before the Date of Holding the Convention and Exhibition—An Effort Being Made to Secure Special Railway Rates from Western Provinces—Travelers Showing Their Interest in the Retail Association.

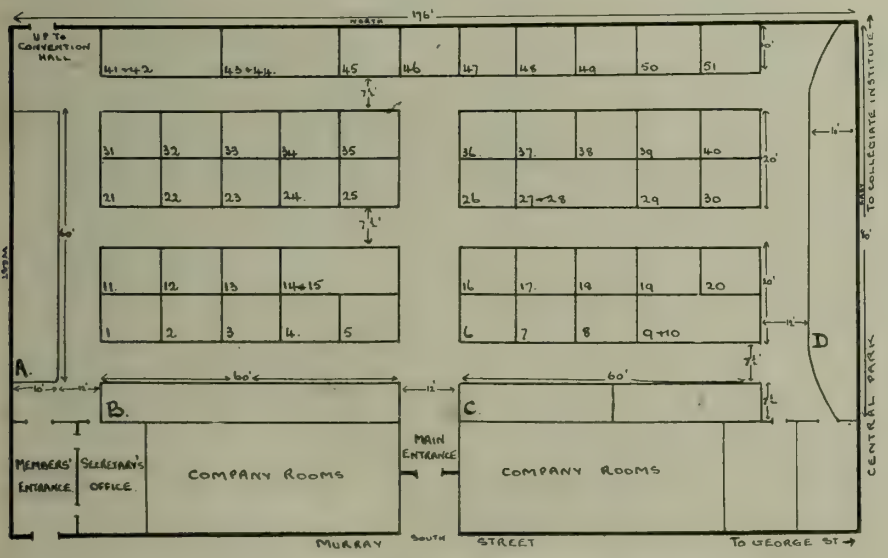
The executive committee of the Ontario Retail Hardware and Stove Dealers' Association are confronted with the pleasing but embarrassing position of having sold all the space available in the big armories at Peterboro, three months before the date of holding the convention. The armories are 80x176 feet in size, and judging by past experience it was decided that about 60 firms might desire to make displays at the Peterboro Exhibition. Consequently the floor space was divided up into 52 booths 12x10 feet in size, equalling 120 square feet, whereas the booths at London last February contained only 68 square feet. Special spaces were also laid out at the ends.

In August the first announcement of the exhibition was sent out and on Nov. 23 the last space was allotted. Since which time applications have been made for space by two vacuum cleaner manufacturers, one saw manufacturer, one varnish company and one sharpening stone manufacturer. An effort will be made to arrange special space for these and other late arrivals.

The accompanying sketch shows the floor plan of the exhibition hall, and the names of the firms who have been allotted space are as follows:

Lundy Shovel & Tool Co., Peterboro.
J. J. Turner & Son, Peterboro.
B. F. Ackerman, Son & Co., Peterboro.
Peterboro Canoe Co., Peterboro.
Adam Hall (stoves), Peterboro.

1 Metallic Roofing Co., Toronto.
2 Steel Trough & Machine Co. Tweed.
3 Boeckh Bros., Toronto.
4 Asbestos Sad Iron Co., Canal Dover, Ohio.
5 International Varnish Co., Toronto.
6 Canada Paint Co., Montreal.
7 James Robertson Co., Toronto.
8 Dunlop Tire & Rubber Goods Co., Toronto.
9 and 10 D. Maxwell & Son, St. Marys.
11 Standard Paint Co. of Canada. Montreal.
12 International Distributing Co., Montreal.
13 Pratt & Lambert, Bridgeburg.
14 and 15 Moffat Stove Co., Weston.
16 Gendron Mfg. Co., Toronto.
17 J. H. Connor & Son, Ottawa.
18 D. J. Barker & Co., Picton.
19 N. B. Misener, Toronto.
20 Supreme Heating Co., Welland.



FLOOR PLAN OF EXHIBITION BOOTHS IN ARMORIES

(A)—
Goldie & McCulloch, Galt.
Shurly & Dietrich Co., Galt.
Allan Hills Edge Tool Co., Galt.
Galt Art Metal Co., Galt.
R. McDougall Co., Galt.

(B)—
Taylor-Forbes Co., Guelph.

(C)—
Lewis Bros., Montreal.
Dominion Cartridge Co., Montreal.

(D)—
Rapid Tool Co., Peterboro.
Peterboro Lock Mfg. Co., Peterboro.

21 Pittsburg Perfect Fence Co., Hamilton.
22 Canada Cycle & Motor Co., West Toronto.
23 Clare Bros., Preston.
24 Onward Mfg. Co., Berlin.
25 Gillette Safety Razor Co., Montreal.
26 Lufkin Rule Co., Windsor.
27 and 28 McClary Mfg. Co., London.
29 Ferrosteel Co., Bridgeburg.
30 D. Moore Co., Hamilton.
31 Brantford Roofing Co., Brantford.
32 Tobin Arms Mfg. Co., Woodstock.
33 Dominion Register Co., Toronto.
34 E. F. Walter & Co., Montreal.
35 Carborundum Co., Niagara Falls, N.Y.
36 Cummer-Dowswell Co., Hamilton.
37 Glidden Varnish Co., Toronto.
38 Queen City Oil Co., Toronto.
39 Hall, Zryd Foundry Co., Grimsby.
40 Imperial Varnish Co., Toronto.
41 and 42 Oneida Community, Ltd., Oneida, N.Y.
43 and 44 S. F. Bowser & Co., Toronto
45 Northern Aluminum Co., Toronto.
46 Brandram-Henderson Co., Montreal.
47 Pinchin, Johnston & Co., Toronto.
48 Gutta Percha & Rubber Mfg. Co., Toronto.
49 Benj. Moore & Co., West Toronto.
50 Metal Shingle & Siding Co., Preston.
51 F. W. Bird & Son, Hamilton.

As exhibitors have been asked to make their booths places where visiting retailers can receive selling pointers about the goods and to pay more attention to the educational feature rather than to the distribution of souvenirs, it can be taken for granted that the exhibition will repay any merchant for the time and expense entailed in visiting the convention and exhibition. While business will not be pushed for by the exhibitors, orders will be taken by many to be shipped direct or through the jobber handling the goods. One Northern Ontario retail firm is said to have purchased $3,000 worth of goods at the London exhibition.

The expenses in connection with the convention and exhibition will be very heavy both for exhibitors and the Retail Hardware Association, the latter having contracted with Peterboro firms to erect the booths in the convention hall, decorate them with bunting, and place a large sign on each booth. A band has also been engaged for two nights and an orchestra and professional entertainer for the third evening.

Special Railway Rates.

The big attendance assured, however, necessitates making the arrangements upon an elaborate scale besides making it possible to guarantee a single fare rate (on the certificate plan) to all visitors from points between Fort William and Halifax. This special rate is available to any person attending the convention or exhibition, whether they be manufacturers, jobbers, travelers, retailers, or clerks. The wives or children of any visitors are also able to travel on the convention certificates.

An application has now been made to secure reduced rates from points in Canada west of Fort William.

Travelers are Boosting.

Quite a number of new members have been enrolled into the Ontario Association during the past month, many of these being sent in by travelers who are associate members of the association.

The new gold-plated membership buttons will be ready for distribution before Christmas.

Last Minute Suggestions About Christmas Displays

The Importance of a Good Display—The merits of the Simple Design—Whatever is Done Should be Done With Enthusiasm — Representing the Spirit of the Times—The Secret of Christmas Advertising—The Necessity of Illuminating the Store Well.

At this season of the year more than at any other, hardware mechants should put their heart and soul into their window displays. The old adage that "what is worth doing is worth doing well" is very applicable to the windows. There has been a great development in outside displays within recent years, but even now many merchants fail to grasp the importance of a really artistic, and yet business-bringer, window. There seems to be an idea which is hard to uproot, that unless a merchant can show something spectacular in his display, or have a design that is very much out of the common, it is better to leave his windows alone, or at least only pay a perfunctory interest in them. This is a great mistake. Staple lines of hardware, lines that everyone knows are carried in a hardware merchant's stock, can be so arranged as to present a most pleasant appearance, and be attractive to the general run of passers-by. It is not so much the individual lines themselves that make an attractive window. It is the general combination. The eye is attracted at first by the window as a whole, and then by the individual lines.

The Christmas Window.

So is this the case of the Christmas window. The merchant has no need to run a spectacular line, a model Santa Claus with reindeer, aeroplanes, toboggan slides, or railroad trains running through the Rockies laden with Christmas goods. He can, with the ordinary lines that he is carrying, helped out by simple Christmas decorations, so display his goods that they not only command attention, but bring in straight business, a thing which a spectacular window does not always do. Of course, we are not discounting the spectacular window. A design of this description is wonderfully attractive, and is a great advertisement for the merchant, but we wish to emphasize the value of the non-spectacular window, because many merchants are undoubtedly of the opinion that unless they can do something out of the ordinary, they might just as well ignore their windows or at any rate pay but little attention to them.

There is this great truth in window display, and that is whatever is done should be done with enthusiasm, and in no half-hearted way. Nothing should be attempted which is beyond the scope and ability of the merchant to accomplish. If a merchant has a spectacular window let it be spectacular without any doubt. Do not have something that looks neither one nor the other. Do not utilize mechanism which works one moment and not the next. Do not attempt any lighting effect which fails just when it is wanted to look its best. In fact, do it well or do not do it at all.

The great thing to be aimed at is the Christmas spirit. If the windows represent the feeling that obtains amongst us all at this time of the year, the merchant has won half the battle. People are on the lookout for something pretty. They go through the streets primed with the anticipation that they will see lots of holly, imitation snow, Christmas trees and a glittering array of pretty presents suitable for all pockets, and surmounting it all that feeling of good cheer and kindliness towards everyone that is associated with this time of the year. The merchant with just the ordinary lines of Christmas goods and a little ingenuity can easily give his window that desired appearance. The observer will gauge what the merchant has from his windows. If he fails them not in this Christmassy appearance of his windows, he will draw them inside, and after all this is the main object of window display. If he disappoints them they will pass on.

Unless a merchant has two windows to devote to display, and unless he has secured a reputation in previous years for Christmas presents, he would be well advised not to devote the whole space to any spectacular design, even though he is in a position to be able to have a good one. A window filled with stock gives a far better idea to the observer of what kind of goods the merchant carries than a window which is elaborate in its design. In addition the merchant has this advantage, that without spoiling the effect he can price his goods. There has been a signal reduction in the cost of many articles, and many a line that to the uninitiated would seem to be exceedingly costly, is much cheaper than is thought to be the case. For instance, many pretty lines of silverware are now shown which are one-third less in price than they used to be, and here the value of the ticket price comes in.

Thorough Combination.

Then there must be absolute combination between the window and the interior. The interest of the observer must not be excited only to be thrown down directly he or she enters the store. That is fatal to good purchasing. In fact, the whole secret of Christmas advertising is a happy combination between newspaper or circular announcements, and the exterior and interior displays. The one must enhance the influence of the other until probable purchasers are so worked up that they buy with celerity, and, let us hope, with due extravagance. It is so easy to work up the Christmas spirit. It is not like starting on absolutely unresponsive ground and working up enthusiasm unaided. Already the people are becoming excited and pleased with themselves. The children are chattering about Santa Claus, and their parents and brothers and sisters are reckoning the number of presents they are going to give. Everything is ready, like the Christmas pudding, for the stirring, and this stirring can be easily accomplished by the merchant. Let him throw his heart and soul into the Christmas feeling. Let him say to his people: "Here we are. Let us help one another to enjoy the times. I can aid you and you can aid me. Let us all be happy together." Imbue the clerks with the same enthusiasm. Let every customer be met with a smiling face, and with a feeling that an attendance on his wants is part and parcel of the Christmas fun. Let customers go away with a feeling that not only have they bought what they want, but that the merchant is a good fellow, his clerks are good fellows, and that his store is well worth visiting. Take the reverse side.

Presuming the store is but half decorated, presuming the merchant or his clerks have a grouch on them, and make it evident that it is somewhat of a burden to attend to customers. The purchasers feel their spirits evaporate, even though they have bought what they wanted; they feel that the buying has been destitute of half its pleasures—(for after all there is very nearly as much pleasure in buying something for somebody else as there is in receiving.) They say to themselves that they are sorry they ever entered the store, and that the merchant cannot be doing very well or else he would be more enthused with the times. This feeling is not lost at Christmas. It is reflected probably right through the coming year, and is remembered again the next Christmas, and some other store reaps the benefit.

Good Illumination.

One does not look at a Christmas tree if it is not illuminated. One does not receive a present with half as much pleasure from a tree that has no glittering ornaments, and it is the same with a store at Christmas. Not only do we urge the necessity of giving the store the right Christmas spirit, but we also urge the necessity of good illumination. There is an old saying "Do not spoil the ship for a ha'porth of tar," and do not discount the Christmas preparations by economizing, or what is thought to be economizing, in the illumination. Let everything look bright and cheerful. In the evening let the windows shine out across the street, impelling people to come and look in,

just the same as the candle draws the moth. Let there be no dark corners in the store. Let every article have its share of light, so that its attractions as a seller will not be diminished. Let there be no necessity for a customer to have to take an article from its place on a table or a counter and go to the light to look at it properly. Let the clerks have no trouble to put down their orders. It is not expensive nowadays with the great improvements that have been made in lamps and fixtures, to put up a good light at a minimum amount of expense, and if the merchant is not fitted with strong illumination he should at all events make due preparation to have these improved, especially for his Christmas trade, and let us remark that once having found the value of good illumination at Christmas he will appreciate it all the year around.

Demand for Dolls' Goods on the Increase

Folders, Carriages and Metal Dolls' Furnishings are Largely in Demand—Hardware Men are Taking Up These Lines — How They Should be Displayed.

Hardware merchants are handling more extensively this year than ever before such articles as dolls' carriages, dolls' metal beds and furnishings, metal go-carts and runners. Local supply houses are at the present time rushed to the limit meeting the demand for the Christmas trade and they report that a larger proportion of the stock than in past seasons is being taken by the hardware trade. There are, however, many places where only fancy goods and toy stores are supplied, demonstrating that in these places at least the hardware men are content to let others usurp a branch of trade which in reality belongs to them.

The demand this season is so large that it is quite evident the goods have found favor in the eyes of the public. This is to be expected as some of the best selling articles, such as sleighs, express carts, etc., are of a useful variety.

Some New Varieties.

Among the lines mostly in demand are dolls' carriages, dolls' beds, chairs, tables and hammock frames, dolls' folders, miniature sleighs for dolls and toy animals, sleighs and express wagons. All being of metal construction, they are suited to the hardware trade.

Dolls' folders are practically a product of the past year. Although offered last Christmas, they were shown only in small numbers and the demand was quite light. This year the demand is so great that the manufacturer finds it hard to keep pace with the orders. A doll's folder, by the way, is a miniature go-cart, in which little girls can wheel their dolls, and which folds up into very small and convenient space. The folding process is so simple that children can easily manage it.

The Gendron Mfg. Co., Toronto, are selling a very handsome sleigh this season, which is meeting with a ready sale. It is large, with high sides, most comfortably upholstered. The body is painted white with light decorations done in other colors. This handsome sleigh, despite the fact that it is fairly high priced, is commanding a heavy sale.

Another new line, which is going well, is an all metal express cart.

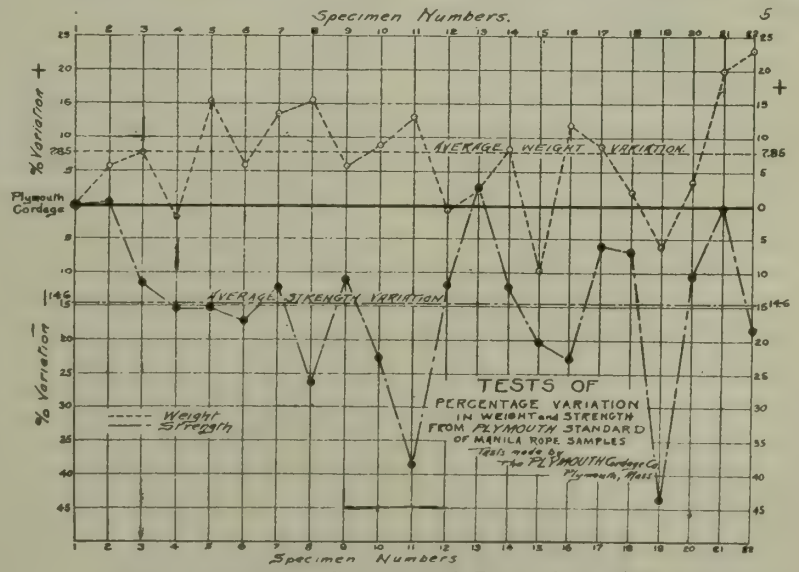
How to Feature the Goods.

To properly feature such lines, a window should at some stage of the holiday season be devoted to them. Effective displays can be arranged without any difficulty. A hardware man last year very happily arranged a "dolls' goods" window, which commanded much attention. A large dolls' house occupied the centre space. The rooms contained neat metal beds, chairs, tables, stoves and, in fact, everything in miniature that a house usually contains. Around the house were grouped supplies of the larger varieties—dolls' folders and carriages, dolls' hammocks, automobiles, pianos and stoves.

Inside the store, the dolls' supplies should have a table to themselves or be displayed with the other toys—if the dealer handles Christmas toys. It is found very difficult to display sleighs and express wagons during the holiday rush, but they can generally be lined up in some spot where they are sure to be noticed.

VARIATION SHOWN IN ROPE TESTS.

In order to determine the amount of variation in the behavior of specimens of manila rope a large number of tests have been made recently by the Plymouth Cordage Company, of North Plymouth, Mass. Twenty-two samples of three-inch manila, each specimen the product of a different manufacturer, were compared as to weight per unit of length and average tensile strength. The results are shown graphically on the accompanying curves which were plotted with the Plymouth Cordage specimen used as a standard and the percentage variations either plus or minus of the different samples figured from this standard.



Variation shown in Strength of Rope in a given test.

The extent of these variations is really remarkable, the weights varying from minus 9.6 per cent to plus 22.6 per cent. with an average deviation of plus 7.85 per cent., while the variations in strength were even more striking, ranging from plus 2.5 per cent. to a minimum of minus 43.7 per cent. The average strength deviation from the Plymouth specimen was minus 14.6 per cent. Not only is the extent of these deviations from a given standard surprising, but also the fact that there seems to be no logical relation between the shape of the weight curve and that of the strength curve. In many cases the latter rises when the former shows a depression and vice versa. This is particularly noticeable in the area of the curves included between specimens eight and fourteen.

A very evident lesson which these results point out is that there is room for considerable work in the matter of standardizing the production of rope so that size and weight will give more indication of the amount of strength to be expected from a sample. How shall anyone be able to foretell the load that may safely be carried by a three-inch manila rope when the specimens tested in this series showed results varying all the way from 9,010 lbs. for the maximum to 4,946 for a minimum, with the remaining samples scattered promiscuously over the area between? If rope is purchased with its strength based upon the minimum, which would naturally be a safe method, it is likely to have a maximum strength, in which case it could well be of smaller size, while if the average value was taken it may possibly be considerably weaker than has been figured upon, with a consequent shorter life.

It certainly seems that the standardization of rope-making should be made the object of rope-makers everywhere and the information gathered in this series of tests is an important step in the right direction.

HARDWARE AND METAL

Established 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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PUBLISHED EVERY SATURDAY.

ABOUT SUBSCRIPTION COMPLAINTS.

An Ontario subscriber gave Hardware and Metal some friendly criticism last week because he was billed for his subscription a week or so before and on the same day one of our traveling representatives made a personal call on him and asked for payment of the account. "And," writes the subscriber, "my year is not up until April next."

We appreciate letters of this sort from subscribers and consider that a discussion of the points will be interesting to all our readers.

In the first place business men and firms should endeavor to collect all accounts when they are due—and it is an invariable rule that subscriptions to periodicals are payable in advance. Consequently the account in question was due in April last and our business department was but living up to our advice to subscribers that they make every endeavor to collect outstanding accounts as soon as possible after they are due. We are but practicing what we preach.

In the second place it was merely a coincidence that the subscriber should have been dunned by letter and in personal canvass the same day. It might look to the subscriber as though it was intended to harass him but it merely happened that our two systems of collection overlapped in this instance.

A staff of agents is constantly kept in the field, making collections, securing new subscriptions and gathering news. The agents are instructed not to press for collections but merely to suggest that it may be a convenience to the subscriber to pay through the agent rather than by writing a letter and buying a money order. At stated times in the year courteously worded letters are also sent out to firms whose subscriptions are not paid in advance. It was one of these that the subscriber received the same day that the collector called upon him.

The collection of accounts is one of the most unpleasant duties in business life and merchants, who themselves understand the problem, will appreciate our effort to get as close to the cash system as possible.

LAW NEEDS AMENDMENT

A discussion amongst railwaymen at St. Thomas in favor of a fortnightly payment of wages has brought forth opposition on the part of some merchants who contend that if wages are paid bimonthly the delinquent railway worker will seldom have enough money coming to him to enable merchants to garnishee for unpaid accounts. Unless an employe has more than $25 coming to him the wages are not subject to garnishment.

The merchants who are opposing the proposed change are barking up the wrong tree. It would be better for both merchants and workmen if wages were paid weekly instead of fortnightly or monthly. Business, then, would be upon a cash rather than a credit basis, purchases would be more carefully made and merchants stocks and books would be cleaner than under the monthly payment system.

What is needed is a change in the law governing garnishments. The minimum sum should be reduced to $5 or $10 and protection should be given the seller rather than the buyer of goods.

Merchants must bestir themselves if they are to make their influence felt in the halls of legislation. The Retail Hardware and the Retail Merchants' Associations have both taken strong ground in favor of the amendment of the regulations governing garnishments in the Division Court Act but the Ontario Government have listened more to the wails of the bailiffs and other hangers-on who oppose any change in the present law than to the merchants who desire protection from deadbeats.

Merchants should give greater support to their trade organizations. Acting alone the St. Thomas merchants can accomplish little or nothing. Organized they will be able to co-operate with merchants in other places in working for the amendment or abolition of laws which are unfair to retail merchants.

USE PLAIN FIGURES.

Some merchants still use secret marks for both cost and selling prices on the goods in their stock, but it is about as bad a practice as one could adopt in these days when customers are accustomed to see newspaper advertisements filled with figures and goods in window displays promiscuously marked with price tickets.

A secret mark is really an invitation to the customer to ask for a lower price. The buyer seeing some marks of a secret code which he cannot understand becomes suspicious and although he or she may not ask if the article cannot be sold for less than the price named, the thought is likely to lurk in his or her brain that the price was not right and, remembering that everything in the store down the street was marked in plain figures, the decision is made that it is safer to buy in the store where the proprietor has "one price for all."

Particularly in the Christmas season is it well to mark all goods in plain figures. The average customer is uncertain what to buy. Certain appropriations have been made for presents for relatives and friends and the gift giver wants to select suitable presents of a value established by the amount available for spending. And the buyer wants to roam through the stores, look for the new lines being introduced, and where an article is seen which seems suitable for one of the persons to be remembered the customer likes to pick the article up and examine it. Then if the price is plainly marked on the article or on a tag the customer decides at once if it is too expensive or whether it will suit the purpose in mind. The customer, in fact, wants to do his or her own buying and if the clerk is at hand to complete the sale, take the money and tie up the parcel that is all that is desired or required in many cases.

True salesmanship consists in making it as easy as possible for the customer to make the purchase and then, if uncertainty exists in the buyer's mind, to assist the buyer by making suggestions, not with the apparent purpose of selling goods, but of helping the customer to make a suitable selection. There is nothing which a customer resents so much as to feel that the salesman has encouraged the purchase of an article merely to make the sale.

To put a mark on your goods which is understandable only to yourself is like advertising in an out-of-town paper or putting in a window display and then pulling down the curtain. It is a deterrant to salesmanship and the practice should be stopped by all merchants who consider themselves progressive.

Advertise and display the goods so that they will attract attention, mark each article in plain figures and then have a sufficient staff of salesmen on hand who are instructed not to sell goods but to help customers to buy goods.

COURTESY IS REPAID.

Courtesy is a great selling factor. In the modern merchandising, the man who takes this means of pleasing his customers is banking on a sure thing.

There are numerous instances which prove, that exercised in the most ordinary way, this quality always repays in kind. The merchant who on a rainy day loaned his customer a brand new rain coat in order to enable her to reach home, not only made a sale of that coat the next day, but also put that customer in a most friendly attitude towards his store. Every day multiplies instances of this kind.

SHOPPING WEEKS AND CARNIVALS.

The trend of the times seems to be setting more and more toward co-operative effort on the part of retail merchants and tradesmen, for the advancement of their mutual interests. They are being forced into this attitude by present-day conditions, a strong factor being the opposition of the larger dealers and mail order houses. The tendency to act more in concert is not entirely due, however, to the recognized need of organizing against hostile influences. The fact that merchants are realizing now as never before the benefits of mutual assistance accounts to a great extent for the new movement. The bitterness that business rivalry so often bred in past days is not now so much in evidence. Cut rate wars are less frequent. Keen competition is still the order but it is gratifying to note that merchants in most branches of trade are willing to work together for the betterment of trade conditions.

One of the ways in which this feeling is manifesting itself is the organization of carnival and shopping weeks. These "trade revivals" are now the order in the old world, as well as the new, and are entered into by all classes of merchants. In England "shopping weeks" are being arranged in numerous towns, the object being to rouse loyalty to home interests and put a stop to the very general patronage now accorded to mail order houses. The plan is to set aside a certain week and arrange for big sales during that period. The stores and streets are decorated, plans of entertainment are arranged and the whole town gives itself up to a combined programme of business and pleasure.

In Calgary a shopping carnival is being arranged, but for a very different purpose. The merchants there realize that February is a dull month from the commercial standpoint and a carnival week is to be held to alleviate conditions during that month. As soon as the Christmas rush is over, the preliminary work will be taken up in earnest. The plan pursued will probably be to form a committee of representative citizens and to appoint an organizer. This executive, through their agent, will make all arrangements for railway rates, entertainments, decorations, special attractions and contests.

Merchants of London, Ont., are planning a "Trade in London" week to be held in January.

The idea, as the name suggests is to bolster up public loyalty to the home merchant.

Straight Talks on Hardware Salesmanship

TALK No. 5 BY VICTOR LAURISTON

The usually happy housewife was on the verge of tears.

"It's so hard," she declared, "to tell what to buy anyone for Christmas. Last year I bought Jennie a hand-bag, and Minnie Jones bought her another hand-bag. The year before I gave her a pair of gloves, and she got three other pairs. The worry of choosing Christmas presents is worse than the expense."

That's just the attitude of a big percentage of Christmas buyers. It's an attitude accentuated every moment with the near approach of Christmas Day. They're too busy with household and social duties to closely study the selection of Christmas gifts. They know of several conventional articles for a young man; and other conventional articles for dad, and an equally limited array for Sis. For a buyer to jump out of this rut and buy something novel in the gift line is a miracle.

Here's a golden business opportunity. Are you reaching out with all your business tentacles and grabbing this opportunity by the forelock?

You're now on the last lap of the Christmas season. Christmas buying and selling is the only thing fresh in your tired memory. And how many hundreds of people have you waited upon who would have bought and yet didn't buy—just because they weren't quite satisfied that this was the correct thing for Jim, or feared that someone else would duplicate the gift?

You know the answer. Buyers and sellers alike know the answer. Were this not just the common state of mind, Christmas buying and selling would be done in half the time.

The remedy is for the seller to—suggest.

First, know your goods. Study your Christmas lines, and mentally assort them. These lines are for Him, and those for Her—these others for It, and still others for Them.

This assorting has often been done in advertising, and sometimes in window and counter display. You can do it, too, behind the counter. Instead of acting as a mere automaton, handing down the one thing Mr. Buyer first asks for, find out for what class of person he intends his gift, and suggest other lines. Do it politely, gently, hesitantly, if you will—but suggest.

And widen your range of suggestion to the utmost. Don't be satisfied with the conventional Christmas lines. Look over all your stock, and seek for everyday articles that have a Christmas side.

You can't cram a natural gas service into a Christmas stocking; yet a gas company in a Western Ontario town has for weeks past handed out a convincing line of talk on this immense convenience as a Christmas gift to the tired housekeeper. Another man in the same town says: "Give your wife as a Christmas present a contract to have her housecleaning done by vacuum cleaner the year round." These are



"Why Not Give a Useful Present Like a hanging lamp."

everyday things; yet, looked at in this way, they have a Christmas side.

Your everyday shelves or your everyday plumbing shop or your everyday tin-shop may have dozens of similar ideas to offer on the subject of Christmas gifts—gifts whose unconventionality appeals to the jaded mind of the buyer tired of the monotony and duplication that always comes of buying the same old, conventional things. And, having discovered new things, suggest them. When you make buying easier for the buyer, you make selling easier for yourself.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Toronto.

Putty.—10c advance in some grades.
Tin.—1c advance.
Dull Canada Plates.—10c advance.

MONTREAL.

December 9.—Despite the nearing approach of the dead season a good volume of buying is noticed. The general industrial activity all the way round is demanding a satisfactory quantity of metal, and as users are working on low stocks, they are bound to buy steadily no matter how prices may be. The markets have been unchanged, although with the bulling in London it looked as if tin figures would advance once more. Copper had a firm tone, although the tendency in New York has not been altogether for firmer figures. Pig iron has been on the quiet side, with smaller users in the market at the higher figures.

The London bull operators have maintained control of the situation, and again raised the prices on favorable statistics as to American deliveries and a falling off in supplies from the Straits. The squeeze is strongly maintained, and users are paying dearly for all the metal they want. With less support from London, New York has shown a little sagging in copper. Holdets were more ready with concessions, and this seemed to have stimulated buying as larger business is reported from the legitimate trade. Exports keep up well, and altogether despite the concessions the metal is not on the weak side. Spelter continue as strong as ever. The iron and steel situation in the States is very dull. Sales and new inquiries are very moderate. The opinion is growing that the tide will not turn until the early spring. It is expected that the year will commence with a reduction in steel prices. This will encourage business.

Pig Iron.—Business is quiet, as only to be expected at this time. Small users however, are in the market for imported iron. Domestic furnaces report new business as satisfactory considering circumstances. Conditions continue dull across the border. New business is scarce, and what there is is of a light character. Reports of concessions to encourage buying are to hand. The decision of the steel interests not to reduce prices was not unexpected. But it is anticipated that it will come at the next meeting in January, when a reduction would have a much greater stimulating effect upon new business than now.

Tin.—No changes in prices occurred locally ,although it looked as if this would happen, when the London market commenced to jump up again. Trade has been very good considering all things. There is no encouragement to buy, but users want the metal, and they must pay the enhanced prices. So far as the primary markets are concerned, the bull operators continue to hold the trump cards. Helped by favorable statistics as to consumption and supply there has been more heavy bulling.

Copper.—Copper remains unchanged. There is a fair demand and inquires seem to be improving. This looks good for future business. The slight sagging noticed in New York has not been reflected very much locally, although good round lots are offered at fair concessions. On the whole the tendency in New York is for further weakness, especially if the London market continues to go back. Consumption is reported dull, but the exports keep up well. Holders, while not appearing very anxious to force sales, are not averse to cut figures.

Spelter.—Spelter is unchanged. The demand is good and close watch is being kept on the markets. There is more firmness in the London market, where buying continues good. St. Louis is showing a decline, but it is so slow that it is hardly noticeable, except to those who are closely watching figures.

Lead.—Both domestic and imported lead are unchanged. There is fair trade doing in both grades. The English market shows signs of improving again.

Scrap.—The scrap market is quiet, with little offering except in the coarser metals. We quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1, wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Dec. 9.—The local metal market has shown greater activity during the past week and, while prices as a whole have remained steady, increases have been made in some lines. The feature of the market is the continuous rise in tin. An advance of one cent was recorded this week, directly due to the fact that the London syndicate continues to maintain its "squeeze," despite the allied interests working against it. Dull Canada plates have gone up ten cents, the price now being $3.00.

The dullness of the market last week was sharply in contrast with conditions prevailing now. There was quite a noticeable advance in stock orders this week. firms in all parts supplementing their supplies more or less substantially. The improvement must necessarily be of a temporary nature, however, as the stock-taking season is close at hand and manufacturers are not likely to stock up more than is absolutely essential.

Pig Iron.—The situation is quiet. Slight fluctuations in price have taken place during the week but local prices have not been affected. The price scale here stands: Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—The predicted advance materialized this week, the local price increasing one cent. For small lots 42 cents is now asked and 39 cents is the price for ton lots and over. As most of the buying is done at present in small orders, the prevailing figure here is 42 cents. The advance can be traced to the bull operations on the primary market. Although the fluctuations in London are not usually followed here, the steady upward trend, forced by the bull element, inevitably must affect prices and the increase this week is said by some to presage further changes in the same direction. This, however, is purely a matter of conjecture as it is impossible to say how long the squeeze in London will be maintained.

Plates and Sheets.—There is a better tone in plates and sheets. During the past few weeks the supply has been fairly adequate but the stimulation in demand for the last two or three days has been marked and Canada plate stocks have been almost wiped out. Urgent demand is still made from the West for shipment from stock and there is every evidence that the consumption will again outweigh the supply as considerably as it did earlier in the season.

Dull Canada plates are now quoted at $3.00, an advance of ten cents.

Copper.—The local situation shows no change, the dominant features being firmness and confidence. There is not a great deal of trading done just now. Daily fluctuations have marked the foreign markets but the alteration for the week has been insignificant and has not been reflected locally. Sentiment, as a whole, remains favorable to the article but business here, as elsewhere, has undergone a contraction during the past few weeks.

Lead.—The lead market is fairly strong with a reasonably good demand. Prices quoted locally are $3.85 for domestic and $3.90 for imported in small bulk. For ton lots and over a 10 per cent. discount is made.

Spelter.—The situation shows no change. Although the demand is satisfactory, it is made up almost entirely of small lots. Buyers have no reason to delay the placing of substantial orders for future requirement, but they are holding off until after the stock-taking and holiday season. The consumption suits the supply, however, which is reported to be rather light. Local prices range from $6.15 to $6.25.

Old Materials.—While prices show no change, the fact remains that the situation shows an easier tone. If there was any disposition shown to buy, quotations doubtless would be forced down but that disposition is not apparent. Present prices are: Heavy copper and wire, 11¼ to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

HARDWARE MARKETS

MONTREAL.

Dec. 9.—The Christmas rush has now subsided, but a steady trade is being done in seasonable lines. The absence of much snow is tending to interfere with the country trade, as the roads are not in the best of shape for sleighing. Skates are prominent, as well as hockey sticks, but snowshoes, except for lumbering purposes, are on the slow side. There is a distinct stimulation in lumbering tools, but on the other hand railroad and general construction supplies have quieted down.

Builders' hardware keeps up well, especially locally, while there is a steady trade in general lines, such as flat irons, food choppers, carpet sweepers, brooms, clothes baskets, carpenters' tools, mops, pails, and assorted enamelware. Weather strip, sleigh bells, and sleigh heaters are moving well in a sorting up way, but the absence of snow is checking the demand for snow shovels and ice scrapers.

Booking for early spring is still dull, although orders are being placed for screen doors, screen hinges, poultry netting and green wire cloth.

Prices are generally firm, and there is a good undertone. Travelers are now working their way back to headquarters for the Christmas holidays.

Christmas Lines.—A sorting up movement is still being shown in many lines, although the rush is now over. Jobbers are in a position to ship promptly, and there is little delay in getting the orders off. The range of articles continues to be very wide, and there can be no doubt as to the thorough way in which the trade have prepared for the Christmas demand. Safety razors, shaving sets, manicure sets, brass and aluminum goods, shears and scissors, not to mention the old standbys, cutlery and silverware, are among the lines being shipped.

Winter Lines—The absence of snow has checked the country demand, and also the local call for snowshoes and ice scrapers. General household lines are in steady demand, especially utensils such as food choppers and bread mixers, for use in the Christmas cooking. Enamelware and tinware are moving steadily. Weather strip, sleigh bells, sleigh heaters, horse blankets and lanterns are in steady request in a sorting up way.

Sporting Goods.—Skates and hockey sticks have received stimulation and are now moving in a vigorous fashion. Toboggans, snowshoes and sleds are being checked by the absence of snow. The holding of a week's carnival, supported this time by the railroad companies, is anticipated to stimulate the demand. Basketball accessories are showing stimulation, while there is a steady demand for gymnastic supplies.

Stoves and Ranges.—The cold weather has stimulated the call for stoves and ranges. The season is on the late side, but it is anticipated to last all the longer. Oil heaters and cookers are in steady call.

Lumbermens' Supplies. — The last week has seen a strong stimulation in lumbermens' supplies, good orders coming from all the lumbering districts. Boot calks, cross cut saws, snow shovels, axes and axe handles, and snowshoes are moving.

Builders' Hardware—The local demand continues to be steady, and some fair assorted orders have been booked during the week. Prices are firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—There is a steady movement in bolts and nuts, construction work being fair all the way round. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Railroad Supplies — These lines are naturally becoming quieter, but there is a fair sorting up call in picks, hammers and shovels. Machinists' tools and measuring tapes are in fair demand.

Wire—There is fair booking being done, with the market on the firm side. We quote: Barbed wire, $2.25; plain twist, $2.55; galvanized wire, $2.20; base coiled fencing (9), $2.25; (12), $2.40; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Toronto, Dec. 9.—The Christmas season is now far advanced from the jobber's standpoint but they are still very busy and all lines are moving more or less rapidly. Builders' hardware has fallen off, owing to the decided change in weather conditions but the cold snap has brought a rush demand for seasonable winter goods. Late and supplementary orders keep the Christmas lines in demand. The stove trade is busier than had been anticipated and shows every sign of remaining brisk for some little time yet. Large orders are still being received daily.

Seasonable Goods.—The sudden turn in the weather to extreme cold has brought a heavy demand for winter goods. Dealers who held off as long as the atmospheric conditions remained mild, are now forced to stock up in a hurry and large rush orders are daily in receipt for sleds, blankets, lined gloves, sleigh-bells, runners, toboggans, snowshoes, weather strip, sleigh-heaters and goods of like description. The demand is particularly good for lines which might be termed Christmas sellers —children's sleds, express wagons and folders.

Household Goods.—The sale of household articles remains good. A recent tendency on the part of hardwaremen to feature kitchen utensils as holiday gifts has caused a rather larger demand than usual in such lines as fancy kettles, toddy kettles and enamelware goods. A good selling line is miniature enamelware and dishes, designed for children. Dolls' dishes are proving good sellers and liberal orders are received by local jobbing houses.

Builders' Hardware.— What demand there is comes practically from Toronto, the cold weather having effectually stopped building operations in other sections. Hardwaremen have turned their attention to more seasonable lines and the orders now received are almost entirely of the sorting-up variety.

Heating Goods. — Surprisingly well sustained is the demand for stoves and heating goods. Generally at this time of year the active trade will have subsided but the demand seems still to feel the stimulating influence of the long continued mildness. This is particularly true with reference to furnaces. Yesterday's mail brought orders for eight furnaces to one Toronto office and every day adds its quota still. Stoves are also going briskly. Manufacturers have caught up with their orders but the present demand is still heavy enough to keep them busy.

Sporting Goods.—With rinks open and drawing large crowds, hockey clubs forming and games being played, the skate trade has livened up most materially. The demand for supplementary skate supplies has become insistent. All hockey supplies are moving briskly and the prospects are for a big season in these lines.

Heavy Hardware.—The demand is not heavy, dealers being too busy with winter and holiday lines to pay much attention to such staples. Still there is a steady call for small supplies of bolts, nuts and rivets. Carriage bolt discounts are quoted at: ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—A good proportion of the trade to-day is in holiday lines. Most dealers seem to have stocked up to capacity in staple holiday goods, such as cutlery, but supplementary orders are still coming in and the demand for Christmas specialties is now heavy. Brass goods of all kinds, ranging from art metal goods to fireside accessories, cut glass, chafing dishes, etc., are moving fast. In some local supply houses, even the members of the office staff can be seen nowadays with their coats off, busily engaged crating up Christmas specialties for rush shipment. During the next week the end of the heavy demand will doubtless be reached and sorting-up orders will be received until the last day of the Christmas season.

The Canadian Explosives Co., with a capital stock of $15,000,000 has been incorporated to manufacture explosives and ammunition and to carry on the business of coal and iron masters, brass and metal founders, tool-makers, etc., the head office to be in Montreal.

HARDWARE TRADE GOSSIP

Ontario.

J. D. Smith, Baysville, was a visitor in Toronto last Friday.

Adam Talyor, of the Taylor Forbes Co., Guelph, was a visitor in Winnipeg last week.

R. H. Smart & Co., Brockville, is making a special display of brass goods for the holiday trade.

M. Davey, North Bay, has put in electric power and will add grinding of edge tools to his business.

It is proposed to erect an enamel works at Port Arthur. Robert Greig is making the preliminary arrangements.

Geo. Dawson, an employe of the Bond Hardware Co., Guelph, cut his hand on a piece of glass, inflicting a very painful injury.

James & Reid, Perth, have moved into the new store which has been in course of erection by them during the past summer.

The enlarged factory of the Springer Lock Mfg. Co., Belleville, is now in running order, and the concern will employ 100 hands.

Robert Hobson, president, and F. H. Whitten, secreary of the Steel Company of Canada, Hamilton, were visitors in Winnipeg last week.

A chimney in Hoar's hardware store, Barrie, caught fire on Saturday night, but it was put out before any serious damage had been done.

Beginning on Dec. 1, McGowan Bros. and Jones Hardware Co., Uxbridge, adopted an agreement by which the stores close at 6 o'clock, Saturdys excepted.

W. H. Carrick, president and general manager of the Hamilton Stove and Heater Co., Hamilton, visited Winnipeg last week on his way to the Pacific Coast.

The St. Marys Hardware Co. report the installation of 25 furnaces this season, all in the vicinity of St. Marys. Business conditions have been good there this year.

The Wood Specialty Co., St. Marys, have received a large order from New York for a special line of hockey sticks, and also an order for a hundred dozen axe handles.

Ray Pratten, the general manager of the W. J. McMurtry Co., St. Thomas, is receiving congratulations from his friends on his marriage to Miss Z. Seldon, Waterford.

The Canadian Heating and Ventilating Co., manufacturers of stoves and furnaces, Owen Sound, are planning to enlarge their plant. To make this possible, the company has applied to the town council for a loan of $20,000 for twenty years, at four and a half per cent.

Quebec.

A. O. Stuart, Napierville, was a caller this week on the Montreal hardware trade.

Lewis Bros., Montreal, are now represented below Quebec by L. Ballanger who has succeeded A. Vallerand.

The Bedford Stove Co., Bedford, Que., have completed the restoration of their works since the fire, and have recommenced work in their nickeling plant.

Dingman & McCombe, manufacturers' agents, of Montreal, have opened a very commodious sample room, and their many and varied lines can now be easily inspected.

T. P. Anthier, Roxton Falls, J. B. Damour, St. Philomene, J. R. Deschambeault, Terrebonne, and L. O. Lasalle, St. Jacques, paid a visit to Montreal this week.

The National Glass Company, of Montreal, are to be wound up on the order of O. Dubois of St. Chrysostome, who is not only a shareholder of the company, but a creditor as well.

At the annual meeting of the Montreal Exhibition Association, it was stated that the first exhibition would be held in 1912. Negotiations were now going on to secure a permanent site.

C. R. Hosmer, the Montreal finacier, states that he and a syndicate have just completed negotiations whereby the Canadian Steel Merger, under the name of the Superior Rolling Mills Company, will open a foundry at Fort William. The new industry will commence operations in the spring, and those behind the scheme believe that they will eventually demonstrate that mineral deposits near Fort William are of equal worth with those of Nova Scotia, and that the future will see the Western market supplied to a great extent by iron ware manufactured from Atikoken ore.

Western Provinces.

L. Klump has started a tinshop at Riley, Sask.

M. Volfe has started a tinsmithing business in Calgary.

Wm. Garrick has started a hardware store at Trochu, Alta.

The O. S. Smith Hardware Co., Moosomin, Sask., have incorporated.

Andres & Goewen have started a hardware business at Laird, Sask.

W. H. Gordon, hardware dealer, Daysland, Alta., has moved to Hardisty.

Ralph S. Campbell, hardware dealer, Norwood, Man., has removed to Transcona.

Hills Bros. have started a general store and hardware business at Osage, Sask.

W. J. Thompson, hardware merchant, Okotoks, Alta., is reported moving to Calgary.

L. A. Lafreniere, hardware dealer, Howell, Sask., has added implements to his stock.

C. S. Williams & Son have started a grist mill and hardware business at Kinsella, Alta.

Samuel Glazen, hardware and furniture dealer, Rossland, has moved to Victoria, B. C.

James Rae, hardware dealer, Medicine Hat, has sold to Bernie Bros., formerly of Phoenix, B.C.

A. Stevens has started in the hardware business at Dysart, Sask. He is reported to be doing well.

It is said that R. E. Ball contemplates starting a paint factory at Red Deer, Alta., in the spring.

Saxon Bros. have started a grocery, hardware and dry goods business at Black Diamond, Alta.

The Imperial Oil Co., Humboldt, Sask., has erected a new warehouse, with a large tank in connection.

Becker Bros. & McDonald, general merchants and hardware dealers, Sealey, Sask., have dissolved. Mr. McDonald will continue the business.

A tinsmithing and plumbing shop has been opened in connection with the Alberta Lumber and Hardware Co., Cardston, Alta. E. N. Wakely is manager.

The village of Govan, Sask., was founded in 1906, and has now a population of 500. It now boasts of 25 mercantile establishments, including 2 hardware stores.

It is rumored that a large Chicago concern plans to establish a big linseed mill in Regina. The man mentioned as manager has been connected for years with the American Linseed Oil Co. of Chicago.

At a meeting of the Wholesale Hardware Hockey League of Winnipeg, the following officers were elected: Patrons —Messrs. G. A. Kobold, J. H. Ashdown, H. Miller, H. Annis, J. Gillespie, and H. Byers. President—W. Auger. Vice-President—J. Jack. Sec.-Treas. — H. Frank Waters. Applications were accepted from the Kobold Tool & Cutlery Co. and the J. H. Ashdown Co. retail department to enter teams, thus making a six team league.

British Columbia.

William Home, representing Berry Bros., Walkerville and Detroit, was a caller at the Vancouver office of Hardware and Metal, a week ago.

The Bownass Hardware and Plumbing Co., Victoria, B.C., are advertising —"Although burnt out we are still in business. Orders left at the Canadian American Realty Co., 1204 Douglas Street, will be promptly attended to." This is evidence of an enterprising spirit.

New Companies.

The Imperial Varnish and Color Co., Toronto, have increased their capitalization from $100,000 to $200,000.

J. Wiss & Sons Co., New Jersey, have received a permit to manufacture shears, scissors, razors, knives, etc., in Ontario, the capital used not to exceed $40,000.

The Dominion Instantaneous Heater Co., capital stock $100,000 and head office Vancouver, has been incorporated to manufacture Gray's instantaneous heaters.

The Carbon Oil Works, Ltd., Winnipeg, have been given a license to establish in Ontario, with head office in Toronto, the capital stock not to exceed $40,000.

The Eastern Pipe and Construction Co., has been incorporated, with a capital stock of $50,000 to carry on the manufacture of wire-wound, wooden water-pipe and continuous stave pipe in the town of Alexandria, Glengarry County.

News and Methods of Canadian Hardwaremen

Toronto Retailer Fined for Selling Air Rifles—Sale of Storm Doors at London—Holiday Window Display at Newmarket, Prescott and Peterboro—New Delivery System at Brampton —Goderich Store Remodelled.

BAN ON AIR GUNS.

Toronto—An interesting decision affecting hardware merchants was rendered in the Toronto Police Court this week when George Dean, 860 Queen St. East, was fined $1 without costs for selling an air gun and a quantity of ammunition to a boy under 16 years of age. A conviction was recently made in West Toronto for the sale of a revolver to a minor and the police are evidently bent upon enforcing the statute very strictly. Air guns, however, were not generally understood to be a prohibited article and Mr. Dean pleaded guilty stating that he had sold them freely for ten years while always careful about selling rifles or revolvers to boys. "If the charge had been for selling an air rifle, as those goods are known to the trade," said Mr. Dean, "I think I could have fought the case successfully."

Mr. Warren, of Warren & Ellis, Yonge and Agnes Sts., stated that he had been selling air rifles to boys without question for several years but in view of the decision in the Dean case he would only sell to a boy under 16 in future on an order from the parent. Other retailers also expressed ignorance of the fact that air rifles were included in the restricted class of firearms unsalable to boys.

The weakness of the present situation is that any boy can readily secure an air gun if he wants to by purchasing from the departmental stores. By merely telephoning the order and asking that it be sent C.O.D., the departmental would fill the order without question and it would be difficult to make out a case under the present law.

Hardwaremen generally will not object to the establishment and enforcement of proper regulations governing the sale of all kinds of firearms and ammunition, but they have a right to expect that the law will be made as effective against the big departmentals as the smaller retailers.

GODERICH STORE REMODELLED.

Goderich.—The Howell Hardware Co., who thoroughly overhauled their store during the past year, have been doing some good window advertising, two of their displays being shown in the accompanying picture. The window of "Maple Leaf" paints gives the suggestion of a well assorted stock, while the placing of the cards between piles of cans is well calculated to attract and hold attention. The mechanics' tool display is very neatly arranged, the saws being well placed, both on the slanting platform and wall.

Mr. Howell has had an addition of 23 feet made to the rear of the store, this giving him 100 feet depth. The extension has been raised two feet, this being considered an advantage in the display of ranges, tinware and farm tools. Outside at the rear is a large platform with a merchandise carrier running out far enough to enable goods to be placed direct into the customer's wagon. The carrier runs about 30 feet into the store to the elevator, and is found of great advantage in both loading and unloading goods.

Another improvement is the removal of the old fashioned cornice, which formerly surmounted the shelving on both sides of the store. Now the shelving is extended right up to the ceiling, the increased space allowing more room for both display and storage.

The store front is fitted with four six-foot wide plate glass windows, the entrance to the doorway being six feet. Above the plate glass is prismatic glass which throws the sun's rays clear to the back of the store. A transom 34 inches wide over the door is not shown, owing to the artist in retouching a blur in that part of the photo having painted it out.

The cellar, which extends the full length of the store, is well lighted with windows at the front and back, with one also on the side. The walls and floor are cement, and there are excellent facilities for the storage of glass, oils, roofing, rope, handles, etc., the back part of the cellar being nine feet high with an entrance at the rear as well as by elevator. Another wareroom on the second floor is used for second-hand stoves and surplus stock.

SALE OF STORM DOORS.

London, Ont.—For the reason that sash and door factories are not usually found on down-town streets, a storm door is one of the most inconvenient articles to include in one's shopping list. To give their customers the inside track on other folks' customers, Westman's Hardware here sells storm doors. Two signs, high up on the shelves, display the two words to remind customers of



Two Attractive Window Displays Shown Recently by the Howell Hardware Company, Goderich.

their needs and of the fact that they are for sale in the store. All hardwares sell screen doors, and trim them down, too. Why not storm doors?

Needless to say, Westmans do not manufacture these winter necessities. They have an arrangement with a mill, and, besides a margin of profit, have the pleasure of selling the hinges and latch to go with the door, in most cases. The selling staff is posted on the sizes, price and other details, and most buyers will appreciate as an accommodation the fact that the doors are sold up-town at all. They retail at $2.25, exclusive of fittings.

The London Retailers' Association has been organized with the following officers: President, D. Ross; vice-president, R. J. Young; secretary, H. A. Kompass. The association starts off with a membership of over 50, including a number of hardware men. A "Trade in London" week will be held in January.

Local merchants have received the annual letter of warning from the Canadian Fire Underwriters' Association in regard to danger of fire from the various forms of Christmas displays. Business is reported to have been fair so far this month.

A HOLIDAY WINDOW.

Newmarket.—A display which was the means of selling a large quantity of tableware and cutlery is shown in the accompanying engraving, it having been trimmed by Charles Byford, salesman for G. A. Binns. Light colored material was used in the background and in the base of the window, a contrast being secured by the use of black crescents, stars and stands upon which cutlery was shown. The raised platform was used effectively to show carving sets, knives, forks, spoons, etc., while on a series of shelves in the center of the background nickel-plated ware was displayed. Shaving goods, skates, etc., were also featured in the display.



Holiday Window Arranged by Charles Byford for G. A. Binns, Newmarket.

ELECTRIC GOODS WINDOW.

Prescott.—An attractive display of electrical goods for holiday trade was shown by W. F. Macpherson, hardware merchant, last week. Electrical table lamps, domes, chandeliers and shades of many colors, several of them connected up and lighted at night, gave the window a very pleasing appearance.

PRESENT SUGGESTION WINDOW.

Peterboro.—With Christmas but four weeks away, the hardware stores of this city are beginning to assume a "Present Suggestion" appearance.

The Peterboro Hardware Co. has an excellent window of present suggestions, composed of razors, safety and otherwise, together with the various articles that go with that necessary item of a man's belongings. The window shows much originality on the part of the dresser, Mr. McGibbon, as well as good taste in the color scheme. The color base is a very pale blue (mercerized sateen, which admirably lends itself to a display of plated articles, cutlery, etc.) which has been arranged here and there into mounds and hollows, these mounds increasing in height towards the rear and side of the window, the articles placed on the mounds or elevations in an artistic manner, at once catching the eye of the passing pedestrian. One weakness, however, is the non-pricing of the various articles.

The above firm has been busy this week moving their wholesale department into their large new warehouse near the C. P. R. station.

Macpherson & Co. report a very busy stove season, having to reorder a carload of stoves that had practically been sold before arrival, this arising from a practical demonstration they have been carrying on in their store.

A NEW DELIVERY SYSTEM.

Brampton.—During the present year, W. E. Anthony, formerly of the Orillia Hardware Co., established a hardware business in Brampton, his home town. From long experience in the trade, he has learned the necessity for business-like methods in all departments, and has adopted several new ideas in the management of his store.

One is the use of an order checking book. He keeps it on the counter, where it is handy, and all transactions are entered into it as soon as made. The name of the purchaser (where known) is entered, followed by the goods bought and the price. There is a margin on each side of the sheet, and in the space to the right of each entry the clerk making the sale marks "charged" or "paid." The other margin is used by the parcel delivery man to check off each article that is to be taken.

Mr. Anthony claims that the idea has been found a good one in many respects. In the first place, it does away with the necessity of directing the delivery man. The latter goes to the book for his instructions, and finds what is to go out. He then appends his signature to each item, and is responsible for the delivery of the goods. If at any time after that a customer, through forgetfulness perhaps, disputes a certain item in his bill, the date can be turned up, and the fact that the goods were delivered established.

"I find that by using this new system," says Mr. Anthony, "we save ourselves a great deal of trouble, and get the delivery work down to a better basis. The system has worked most smoothly so far."

The book serves other purposes. Cash and stock books can be posted from it, and, in addition, it serves as a ready reference in cases where it is desired to find out something with reference to past transactions.

Conflicting reports are given as to the state of the trade in Brampton during the past season. Some hardware dealers declare that business has been duller than in past years, but others say they have been quite busy, and have found trade good in all branches. The consensus of opinion is that the stove trade has been perhaps the best of any hardware line, despite the fact that the competition of the mail order houses has been felt in that branch. Quite a number of stoves have been placed in Brampton this year by the mail order houses.

Bright & Thayer are going out of business. During the past few weeks they have been selling out their stock, a number of successful auction sales having been conducted.

TO MAKE AN IDEAL PAINT

that will stand the trying weather conditions of Western Canada has been our object.

Stephens

House Paint

Is our attainment—it is right because

IT COVERS WEARS LOOKS **WELL**

It is always the same.

You have no difficulty in proving this, by trying at once any of the numerous shades. It is a paint that has become a favorite with hundreds of consumers, because it always gives the best service.

Write to-day for booklet, it is full of interest.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY



No. 436
LAMP STAND

TERRY'S SPECIALITIES

are too numerous to display.

These cuts show two of our lines for Hardware Dealers.

Our 1910-11 Catalogue will be issued shortly. Let us put your name on mailing list?

Herbert Terry & Sons,
Novelty Works.
Redditch, England

Send for Samples and Trade Terms.



No. 427
FOLDING SPANNER.
Made in several sizes.

THE FOURTH ANNUAL REVIEW NUMBER OF

The Financial Post of Canada

will be issued January 7th, 1911. Don't miss this business review and outlook for the coming year. It will mean money to you. **10 CENTS A COPY.**

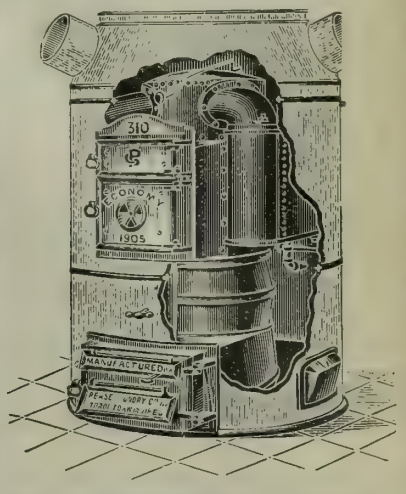
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EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 8. This week, the trade so far as the wholesalers are concerned, is quiet. Specialty orders of holiday and sporting goods comprises the bulk of the trade just now. The heating goods trade is very good just now, but in this case also it is mostly repeats.

There are no changes in the following list, but it is expected that some heavy goods will be advanced, and local jobbers are endeavoring to come to a compromise at the present time.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅝ and smaller, 65; 7-16 and larger, 55; machine, ⅝ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-ihch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9½c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoop [illegible] p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

Paints and Oils—The demand is weak for the general line just now and as the travelers are nearly all in from the road, there will not be much activity until after the first of the year. There is no change in the prices of linseed oil, raw being $1.15 and boiled $1.18.

Turpentine is on the firm side at $1.10. The varnish trade is fair for this time of the year, and there is no change in the prices. Putty is unchanged at $2.90 for barrels, cases, $3.15; kegs, $3.10.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

TRADE FOLLOWS THE LIGHT.

A few years ago a favorite slogan of the newspapers was: "Trade follows the flag!" The retail business world should not fail to impress upon the business mind the fact that trade follows the light.

Merchants in the cities have come to realize this, and those cities where the friendly strife to secure the best lighted streets and stores has been marked are reaping rich rewards from the advertising thereby secured, as well as direct returns in the way of increased trade.

There is no village so small that this principle cannot well be applied. First get the streets in good condition and then illuminate them brightly, and clean and illuminate the stores themselves, until they fairly glow with light, and your town and your stores will be talked about throughout all the surrounding country, and the farmers will take pains to drive in for long distances to see the display. It will cost something, of course, but it will yield a fine return on the investment. Figure it as an investment, charge it to advertising expense, or whatever way you may choose, but LIGHT UP!

Naturally a dirty and disorderly store will not look particularly well under strong light, but if you have been running that kind, so much the better if it compels you to clean up and put your stock in attractive shape. The difference in the returns will be felt almost immediately; at any rate, as soon as the public finds it out, and that will not take long. Merchants who use plenty of brooms, soap and water, paint, elbow grease and daylight or good artificial light, the whole mixed with a reasonable amount of brains and taste and judgment of what the public wants, seldom have occasion to complain of dull times or seasons.

MANY NEW IDEAS.

W. W. McCubbin, Oak Lake, Man., writes: "Would not like to do without the Hardware and Metal, it having given me many a new idea on how to conduct a hardware store successfully."



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

IS A SENSIBLE

CHRISTMAS GIFT

Actually saves one-half the work of mopping Floors, Linoleums, Oil Cloths and Carpets. Like a Harvester it saves labor, the Housekeeper's and Janitor's labor.

DO YOU CARE?

YOUR DEALER SHOULD HAVE THEM

If he will not supply you, write to us and we will see you are supplied at the retail price.

THE OLD RELIABLE

WHITE MOP WRINGER CO.

Fultonville, N.Y.



Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



TALKS ON PAINT SELLING

No. 4

"TEAMWORK!" That's the keynote of the kind of practical co-operation existing between The Sherwin-Williams Co. and its thousands of agents.

We believe in teamwork because it has been the mainspring of our success.

It has built small and unpromising territories into successful and profitable paint and varnish distributing centers.

By the combination of quality products and correct merchandising methods it has aided hundreds of small merchants with just the backing they needed to enable them to become well established.

The Sherwin-Williams Agency not only insures you profitable paint sales, it does much more. It stimulates the sales in practically all the other departments of your store. The public likes to deal with the Sherwin-Williams Agent.

If you believe in that kind of "Teamwork," write for particulars.

THE SHERWIN-WILLIAMS CO. 686

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.





MR. JAS. McDIARMID

Has Designed Our Curling Stones.

Mac's Special Red Hone Stones

Are perfectly shaped.

Made of the best Scottish Granite. They sell at sight.

Dealers' Discount Liberal

The Winnipeg Paint & Glass Co., Ltd.

EDMONTON - WINNIPEG

The Calgary Paint and Glass Company

Brisk Trade Conditions in the Mother Country

General Election and Labor Troubles Have Had a Detrimental Effect, However—Retailers Hit on Plan to Create Loyalty to Home Stores—Steel Tube Combine Proposed — Cutlery Manufacturers are Busy—Statistics Relative to Hardware Exports.

Sheffield, Dec. 1.—The state of trade gives cause for satisfaction all around. The general election, with the bustle and rush incidental to it, has been somewhat of a drawback, and has to some extent dwarfed the possibility of the year's trade being of bigger value than ever before in some departments.

To indicate how flourishing is trade, it is only necessary to say that Sheffield makers of guns and armor have found it necessary to refuse orders because of inability to get them out of hand in the required time. Some firms have orders on their books to last for several years.

Cutlery manufacturers are doing good business, and at the recent sales, ivory was bought in bigger quantities than usual for cutlery purposes. The general boom in trade has caused people to be less chary of buying the best in cutlery and electro-plate; all manufacturers report there has been a big increase in the demand for all qualities. A year or two ago, cheap sorts were all the rage; now there is a welcome return to the best.

Disputes with workers are still in progress. South Wales is the chief storm centre, and it has been found necessary to call out the military to quell the riots. The boilermakers' dispute is still in progress, although a settlement has been at hand many times. The effects of this dispute are far-reaching, as the lock-out interferes with many branches of the engineering trades. In Sheffield, although there is no dispute here, the boilermakers' trouble has caused over 150 molders to be out of employment.

Losses Through Labor Disputes.

To show how disturbing are the labor disputes it is well to give the official figures. No fewer than 179,169 workpeople were involved in disputes in October, or 109,751 more than in the previous month. The aggregate duration of all disputes of the month, new and old, amounted to 1,970,700 working days, or 1,106,500 more than in September, 1910, and 1,814,600 more than in October, 1909. Definite results were reported in the case of 38 disputes, new and old, directly involving 12,204 persons. Of these 38 disputes, 17 were decided in favor of the workpeople, 11 in favor of the employers, and 10 were compromised. The changes taking effect in October affected 94,700 workpeople, of whom 30,600 received advances, and 64,100 sustained decreases.

Sir Robert Hadfield Honored.

Sir Robert Hadfield, who is an ex-president of the Iron and Steel Institute, and the chairman of directors of Hadfield's Steel Foundry Co., Sheffield, has just received a high honor at the hands of the Committee of the Science and Arts of the Franklin Institute, U.S.A., in the shape of the Elliott-Cresson gold medal.

Shopping Week.

Quite a new departure has been made in retail shopping centres, and the results have been very gratifying. The traders' associations in various towns have decided upon a particular week to be boomed as a shopping week, and prizes are awarded for the best window displays in different trades. Advertisements are inserted in the daily and weekly papers, and descriptive accounts published of the multitude and variety of the goods to be sold. One chief object has been to stem the tide of orders from small towns and villages flowing into the big multiple shops in neighboring cities, and to a very large extent this result has been achieved. The scheme has been so well worked that the interest of buyers has been awakened to such an extent that a participation in the much-talked-of "shopping week" has been almost as fascinating as shopping by post. Certainly it has been plainly demonstrated that it is a very easy thing to "go further and fare worse."

Proposed Steel Tube Combine.

The Scottish steel tube producers who are negotiating with a view of amalgamating their businesses into one company profess to be fairly well satisfied with the progress made so far, although it is admitted that they are yet a long way from an arrangement such as is desired.

Of the ten producing concerns interested, the most important of all has declined to become a party to the negotiations This is disappointing, but not wholly unexpected, and it is said will not be allowed to stand in the way of the prosecution of the scheme. One of the main objects sought by the amalgamation is frankly stated to be the elimination of excessive competition, which, during the past two years has made the trade unprofitable.

Since the disruption of the Tube Makers' Association, about a couple of years ago, the competition has tended to become steadily worse, and home orders are still being accepted at what are described as ridiculous prices, notwithstanding the improvement which has taken place in the outlook for the industry.

The export trade, which absorbs about one-half of the British output, is being badly cut into by the unrestricted competition from America and Germany. No attempt is meantime being made to reconstitute the association, the energies of the prime movers being concentrated on the endeavors to bring about a hard and fast amalgamation. Among those not directly concerned considerable scepticism prevails as to the prospects of success, the interests of the negotiating producers being regarded as too conflicting to permit of agreement.

Growing Export Business.

The flourishing state of trade is reflected in the Board of Trade returns for October. The value of British exports totaled £37,691,232, an increase of £3,760,454, compared with October, 1909, and of £4,683,646, compared with October, 1908. Exports of manufactures totaled £29,515,716, an increase of £3,267,376, compared with October, 1909.

Trade with Canada continues to expand. Exports of cutlery totaled £12,705 last month, an increase of over £5,000. On the ten months the increase was £23,000.

Hardware exports to Canada totaled 1,889 cwts., compared with 2,372 cwts. in October last year. The ten months' total was 19,056 cwts., an increase of 4,000 cwts.

Canada took 85 tons of unwrought tin last month, compared with 39 tons in October, 1909, and 56 tons in October, 1908. The ten months' total is 737 tons, an increase of 15 tons.

Big Demand for Pig Lead.

The export of pig lead and manufactures of pig lead jumped to 1,520 tons last month, compared with 485 tons in October last year. The ten months' total is 6,111 tons, compared with 3,693 tons in the corresponding ten months of 1909.

The steel trade increased also. Bars, angles, rods and shapes rose to 7,477 tons, compared with 4,153 tons in October, 1909, and 3,636 tons in October, 1908. The ten months' total is more than double the total in the corresponding ten months of 1909. It was 35,709 tons, compared with 17,750 tons.

Tinned plates and tinned sheets totaled 3,077 tons, compared with 2,051 tons in October, 1909. In the ten months, Canada has taken 22,853 tons, compared with 21,960 tons in the corresponding period of last year.

The galvanized sheet trade dropped to 1,754 tons, compared with 3,468 tons in October, 1909, but it is well to note that in October, 1908, the total was 1,117 tons. On the ten months there is an increase to 18,383 tons from 14,848 tons a year ago. The wire exports to Canada dwindled to 362 tons from 759 tons in October, 1909,—an exceptional month. In October, 1908, only 111 tons were sent. On the ten months' total there is a drop from 4,183 tons in the first three months of 1909 to 2,937 tons in the corresponding period of this year.

New rails declined to 38 tons from 224 tons in October, 1909, and 91 tons in October, 1908. The ten months' trade is 3,087 tons, compared with 9,310 tons in the first ten months of 1909.

Pig iron increased to 13,305 tons, compared with 12,809 tons in October, 1909, and 3,722 tons in October, 1908. The ten months' trade reached the record of 110,064 tons, compared with 82,090 tons in the corresponding period of 1909, and 32,496 tons in the corresponding period of 1908.

BLUESTONE

FOR SPRING DELIVERY

Lowest prices for the best quality.

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

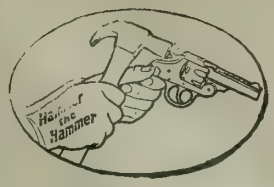
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal



STOP

and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

London Rolling Mill Co., Ltd.

London, Canada

Sales Agents:
ONTARIO—
Baines & Peckover, Toronto.
MANITOBA—
Bissett & Loucks, Winnipeg.

New Brass Goods are Finding Favor

Unique Articles are Offered This Year—Hardware Merchants Are Entering Largely Into the Decorative and Furnishing Metal Work Lines.

The range of articles which hardware merchants can handle profitably for the Christmas trade is continually enlarging, until it now embraces a very wide variety. There is the usual variety of cutlery and cut glass, to which many dealers add metal toys and fancy crockery. The newest lines, however, are chiefly in brass and nickel-plated ware, the goods offered being not only highly ornamental but very useful in every case.

"I find that hardware men are taking up these lines more and more," said H. F. McIntosh, manufacturers agent, Toronto. "This season a good proportion of the demand for the newest varieties of brass goods and nickel-plated ware came from the hardware trade. The lines are very suitable for the season as they make very effective displays possible."

Among the articles included now in decorative and furnishing metal work are brass kettles, casseroles, nickel-plated tea and coffee pots, trays, etc., chafing dishes, percolators, crumb trays, fire-place goods, bathroom fittings, hot water urns, water coolers and filters; house gongs, candlesticks, writing sets, fire irons, fenders, coal hods, fire screens, reading stands and jardineres.

Some Distinctly New Lines.

Among the articles placed on sale this season which are distinctly new, is an afternoon refreshment tray. It is light enough to be carried without difficulty, but will hold quite a number of plates, cups and saucers. It is of brass frame with an oak base.

A collapsible umbrella stand is one of the new features of the trade. It is made of brass, but is so constructed that it is possible to fold it up into a quarter the space, reducing risk of damage from moving to a minimum. When folded it lies perfectly flat but is instantly adusted.

A collapsible afternoon tea stand is another novelty. Although fitted with improved cushion plate holders, it is possible to fold it up flat, in which position it can very easily be moved. This article is said to be the very thing for picnics, insomuch as it can be carried any distance without difficulty.

Casserole goods of the nickel-plated variety have come largely into vogue and are being sold in good quantity to the trade.

Effective Displays.

A glance over the list of articles mentioned above will readily convince the dealer of the possibility for effective window and store displays by the use of these lines. A window made up by hardware dealer this season might be cited. In one corner he had a fire place with a brass screen in front and a variety of other brass goods ranged around, such as a coal hod, fire irons, fenders, etc. On the mantel he displayed an assortment of candlesticks, brass clocks, brass picture frames and a few varieties of metal bric-a-brac.

In the centre of the window space was a table, on which were placed a few of the household lines—casseroles, tea and coffee pots, brass kettles, a chafing dish, a water cooler and crumb trays. In the other corners were placed brass jardineres and stands, while the walls were decorated with house gongs, and small metal picture frames. As the merchant in question carried a line of lighting fixtures, he had a number of the most attractive kinds suspended from the ceiling.

The window was distinctly a brass display and, not only did it present a very attractive appearance, but it demonstrated effectively how useful metal goods are for a multitude of household purposes. It served to raise brass goods out of the luxury class and give them a place among the useful grade of goods.

NEW FREIGHT CLASSIFICATION.

The new Canadian freight classification which went into effect on Nov. 15 does not make many changes in staple hardware lines. It does, however, make a great number of changes in electrical goods. No less than 55 articles, previously not listed, are now in the classification and reductions are made in nearly all cases. The lines not listed before were shipped largely as No. 1 class for less than carloads and No. 3 class in carloads. Under the new arrangement, a big share of the newly listed goods are put in classes 2 and 4 and some even at 3 and 5. In addition a number of changes have been made in the regulations regarding individual lines which do not affect the freight ratings but which promise to be a great convenience for shippers.

Only two increases were made in electrical goods. Dynamos and parts, and motors and parts, less than carload have been advanced to No. 1 class. To counterbalance this, however, the same goods in carloads have been reduced from 5 to 6. As motors and dynamos are largely shipped in carloads, shippers do not suffer by this change.

The new classification is in every way favorable to the shippers, not only in point of ratings but on account of the greater convenience that will be experienced under the new regulations.

Hardware lines which have been added to the classified list are:

Shingles, asbestos and cement combined, in packages less than carload, class 3, in carloads, 5; garden shears, less than carload, class 2; copper pipe and tubing, in less than carloads, class 2; coke hooks, in less than carload, class 3, in carload, class 5; expanded metal for re-inforcing concrete in less than carload, class 3, in carload, class 5; coke scrapers, 3 and 5; painters' smalts, in boxes, kegs or barrels, less than carload, 3; currycombs, in boxes or barrels, 2 and 5; whip sockets, 2.

Electrical goods under this head include dynamos, motors and all kinds of telephone and electrical supplies.

Other goods are listed as "changed without advance in ratings." The change in such cases is with reference to the description of the article or some regulation governing it.

A third class are advanced in the rating. Electrical goods so listed are: dynamos and parts, 1 and 6; motors and parts, 1 and 6; transformers and converters, 1 and 6. No hardware goods are advanced in rating.

BIG BUSINESS TRANSFER.

The Cochrane Hardware, Ltd., Sudbury, which took over the lumbering and jobbing business conducted by Hon. Frank Cochrane at Sudbury last year, and which, in addition to Mr. Cochrane, includes W. J. Bell, lumberman, Sudbury; George Gordon, M.P., Cache Bay, and N. T. Hilliary, assistant manager of the Traders Bank, Toronto, has made big changes in the old business which Mr. Cochrane took over from Duncan McPhail, at Sudbury, twenty years ago.

After the formation of the new company last year, F. L. Shillington, for several years purchasing agent of the Canadian Copper Co. at Copper Cliff, was secured as manager, and in addition to enlarging and remodelling the store at Sudbury, branches were established at Copper Cliff and Little Current.

Last week a new development occurred in the purchase of the retail and jobbing business of Moore & Browne, at Sault Ste. Marie, where a stock of about $60,000 was carried. Mr. Moore, it will be remembered, died last summer, and Mr. J. H. Browne, it is understood, will remain as manager of the "Soo" business for Cochrane Hardware, Ltd.

Still another development is to be the establishment of a jobbing warehouse at North Bay, where a stock of heavy goods and lumbermen's supplies will be carried, the company then being in a position to make shipments to retail customers from any one of the three jobbing warehouses at North Bay, Sudbury and the "Soo," while retail stores will be conducted at Sudbury, Copper Cliff, Little Current and Sault Ste. Marie.

NEW MILLS ARE READY.

The new merchant mills of the Lake Superior Corporation will be ready for operation within the next week or two. At the present time, the company has under construction also new blast furnaces and coke ovens. So many orders are ahead that Lake Superior is assured of continued busy times in future. Orders from railroads alone aggregate 90,000 tons a year, the largest customer being the Canadian Pacific. The corporation is now operating practically at full capacity. When all construction work now under way is completed, as it will be by spring, Lake Superior will have a finished steel capacity of nearly 700,000 tons a year.



No. 38

DISTRIBUTING ADVERTISING MATTER.

Besides encouraging Christmas traders to take a good look at the paint stock, merchants should utilize the occasion of so many people visiting the store to distribute folders and other advertising matter. Children are extremely trustworthy factors in this respect. Give them a folder showing a prettily painted house and rooms, or a color card with a few ranges of shades and there is little fear that this advertising matter will be thrown away before the home is reached.

With older people there is always the likelihood of the matter being glanced at and then discarded in the streets, but the children cling to these pretty colored advertisements and take them home with them, with the result that the folder, or what ever it may be, remains lying around probably for months. All this time it is continually catching the eyes of the older ones, until the names of the brand and of the dealer have become unconsciously fixed in their minds, and whenever paint is mentioned attention is at once riveted on that particular store.

In addition to paying particular attention to the children no parcel should leave the store without some paint advertising matter included. The aim of the dealer is to secure the attention of his possible customers when they are at home, and have time thoroughly to read the talking points of the dealer through his advertising copy. Load up a customer with paint matter when he or she as the case may be has a parcel or two to carry, and the stuff is got rid of as quickly as possible. But by placing the matter inside the parcel then the dealer can be sure that it will reach the home.

There is no doubt that merchants do not make enough use of their advertising matter. It is not systematically distributed. May be on receipt of a fresh supply from the manufacturer plenty of energy is expended on the distribution for a short space of time. The matter is circulated with but little heed to the best channels, as is often the case in distributing circulars through the streets, when unless there is very careful supervision, some houses get inundated and others get none at all.

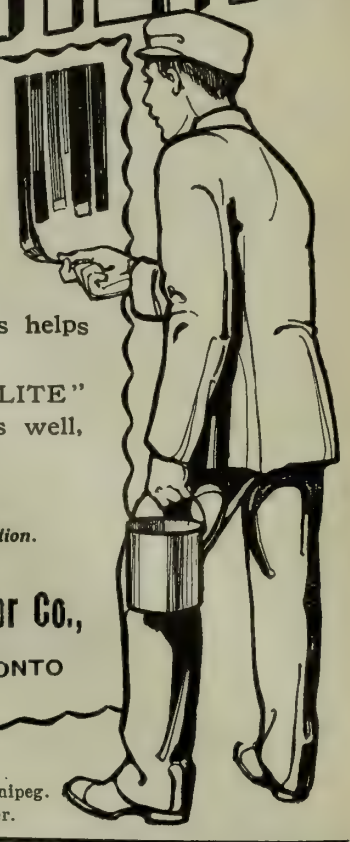
To get the full benefit of the advertising material supplied by the manufacturers there should be regular distribution all the year round. No occasion should be lost for the placing of matter, but at all times care should be taken that the advertising is going where it will do the most good. Indiscriminate distribution is as foolish as no distribution at all. The advertising matter is handed to the merchant for a specific purpose. It costs a great deal of money, and is not intended to

ELASTILITE

DEALERS can handle this varnish best. It covers so many kinds of work so perfectly---inside and outside---that it gives satisfaction to all types of customers. This helps the dealer's business.

For highest class trade "ELASTILITE" will give good satisfaction. It brushes well, flows well, holds its finish.





Write for price list and special proposition.

Imperial Varnish and Color Co.,
LIMITED
Morse Street TORONTO

Stocks at 108 Princess St., Winnipeg.
550 Beatty St., Vancouver.

"M.R.M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

lie fallow under the counter, neither to be used to wrap up parcels or to light stoves.

It is to the merchant's advantage that this material is placed in the best channels. It helps his general schemes of advertising. It is, or should be one of the many blows that he delivers at the ignorance which exists over the value of paint. There is a tremendous lot of educating to be done. The percentage of people who do not understand the true value of paint is very much greater than many hardwaremen imagine, and it is up to them to see that this is remedied.

PAINT AND OIL MARKETS

MONTREAL.

December 9—Both for present and forward delivery a sagging tendency is noted in some quarters for linseed oil, and prices have been shaded 2c. This reduction is not general by any means, however, prices being firmly held by many. Some of the large holders across the Atlantic are easing off in their quotations for forward delivery and this combined with the slackening in the demand caused the sagging that has occurred. There is however still the same scarcity of supply, and it cannot be said that any relief in the tension is in sight. The advance in white lead has been generally followed, and a continuance of firm prices is expected right through the winter. A large number of winter orders were placed before the advance obtained, but despite this, fair business is reported at the higher figures. Turpentine is firm under bullish reports from Savannah, and a steady local trade.

General business is well up to average, with a very firm undertone. Liquid paints are moving well in a sorting up way, and there has been a marked movement in household specialties.

Turpentine.—Quotations from Savannah for genuine turpentine are extremely firm, with fair quantities being shipped. Locally the demand is fair, and the market firm. We quote $1.02 to $1.05.

Linseed Oil.—The tendency on the part of large holders in the Old Country, as we noted last week, to quote slightly lower figures especially for forward delivery has had a sympathetic effect upon some local jobbers who follow the primary markets closely, and they have marked prices down 2c. Other holders are maintaining prices closely. The market is as bare as ever and supplies hard to obtain. We quote $1 to $1.10 for raw, and $1.09 to $1.13 for boiled.

White Lead.—The enhanced figures of last week are generally observed, and fair trade is reported at the higher quotations. It is anticipated that the firm tone to white lead will continue through the winter. We quote $6 for small lots and $5.85 for large.

Varnishes.—There is a firm tone to varnishes and good trade is reported for the time of the year. There is some steady buying in large quantities from the larger users, while the hardware trade continues to order steadily in a sorting up way.

Liquid Paints.—Fair-sized orders are being received for January shipment, especially in indoor lines. Dealers report a most encouraging year's trade and are buying confidently for next year. The enhanced prices do not seem to have interfered much with consumption.

Putty.—The demand is on the quiet side, although most assorted orders contain some proportion of putty. The market is firm and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Dec. 9.—The oil and paint market is seasonably quiet. Business in linseed oil and turpentine is, practically speaking, at a standstill, and the same condition is reflected in other lines. The manufacturing and jobbing houses are for the most part actively engaged at present taking stock and preparing for next year's business. Some of the houses have called their travelers off the road, and others have only a few out now. What orders are being received are for delivery next year.

On account of the high prices that the crushers have to pay for their raw material, and the uncertainty that exists with reference to linseed oil quotations during the next two months, few contracts are being booked for future delivery. "One thing seems certain," said a local dealer to-day, "Linseed oil and mixed paints must be much higher during the coming spring than they have been for some years past. Retail dealers have run their stocks down as low as they could do with respect to the safety of their business. When prices are decided on and the travelers start out in January, there should be splendid orders ready for booking."

In a few weeks the supply houses will issue their new price lists, and it is expected that quotations in some lines will be toned up. Material advances are not anticipated in any lines.

There is a firmer tendency in putty, an advance of 5c having been made in some lines.

Linseed Oil.—There is little demand at present, and the price has remained the same. Raw brings $1.10 and boiled $1.13, while $1.12 and $1.15 is asked for single barrel orders. Definite figures have been given out which show the shortage in linseed oil this year to have been very considerable. The normal demand in the United States is estimated to require 25,000,000 to 27,000,000 bushels of flaxseed annually. The 1909 crop was less than 18,000,000 bushels, while the 1910 crop, owing to droughts in the North West, will fall far short of 16,000,000. This means that the shortage will be over 40 per cent.

Turpentine.—The supply of spirits of turpentine coming forward in Savannah

TRAVELLING
SALESMAN
WANTED

To cover a portion of Western Ontario where we already have a well established trade for

Brandram's
B.B. Genuine
White Lead
Anchor Pure
White Lead
B-H "English"
Paint
China-Lac
Pure Colors in
Oil and Japan
Varnishes, &c., &c.

A good position with a good salary open for the right man.

No one without a good connection need apply. Applications treated confidentially.

Address Head Office,
Montreal

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Toronto
Winnipeg



BOECKH'S

Name and Design Reg. 1909
Patented - - 1910

"Steel Grip" Painters' Brushes

are the best and smoothest working brushes made and will not shed the bristles.

They are HONEST IN VALUE---REASONABLE IN PRICE---ATTRACTIVE IN FINISH---ARTISTIC IN DESIGN and SUPERIOR IN QUALITY.

Made in Oval and Flat.

WRITE FOR FULL PARTICULARS AND PRICES.

The Boeckh Bros. Company, Ltd.
Toronto, Ontario
ESTABLISHED 1856.

When the Painter wants a Dead Flat Finish, you should recommend

SANI-FLAT

Made in 12 Artistic Colours and in Pure White.

Send for Colour Card and Prices.

—a durable, flat Oil Paint that is very satisfactory to handle.

"Sani-Flat" is easy to apply, is smooth and soft as velvet, covers perfectly, is sanitary, unfading, durable, and very economical.

Produces the beautiful soft effect of Water Colours and is WASHABLE, LIKE OIL PAINT, and just as durable.

Suitable for wall painting, furniture, wood-work, steel ceilings, radiators, and for all kinds of interior work.

Benjamin Moore & Company, Ltd.,
WEST TORONTO
New York Cleveland Chicago

and Jacksonville is very limited, but the demand is equally light, as varnish makers are now in the slowest season of the year. Turpentine is quoted here at $1.05, with barely seasonable demand. One local house predicts that in January the price of turpentine will stiffen.

Varnishes and Japans.—The demand in these lines is good for the season of the year. Firm prices prevail with no changes.

White Lead. —The market has steadied down after the increase of last week, and the higher quotations are being maintained. It is doubtful how prices will stand after the first of the year, but a return to the former scale is not regarded as likely. "Government standard" is quoted at $6, with some brands selling as high as $6.15 and $6.25.

Putty. — The price of putty has strengthened up some, an advance in some lines having been made. Standard putty has gone up 5c, and the prices asked now are: bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50 in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Rosin.—The same authority who predicts a stiffening in the price of turpentine in January, sees an advance pending in rosin. The price locally has not changed yet, however, "G" rosin being quoted still at $3.25 per 100 lbs.

Petroleum. — Prevailing quotations are: Canadian prime white coal oil, 13c; American water white, 14½c; Pratt's Astral, 17c.

KEEP BRUSHES IN STOCK.

Some hardwaremen whose conduct of their paint department can hardly be criticized so far as the pushing of paint business is concerned, are very neglectful of their brush stock and carry such an incomplete line that customers in some cases, finding it impossible to be suited in the store where they buy their paints, go elsewhere for their brushes. In this way a good customer may be lost to the store.

An essential to building up a good paint trade is to carry a stock of the best brushes and be able to explain the virtues of each type of brush and recommend the kind best suited for each particular class of work. What will suit a master painter will hardly suit a less experienced amateur working on his own house. And what will do for floor paint may be altogether unsuited for use in thinner liquids.

A good stock of brushes will also help a hardwareman to build up a business with master painters, but unless a complete line is carried it is useless to look for trade in this quarter. Brush manufacturers, as a rule, do not care to sell direct to painters, but if the hardwareman will not put in a fair stock, and the painter goes to the brush manufacturer, it is hard for the latter to refuse to supply the painter with goods. In some places, hardwaremen make a bid for the lead, color and oil trade of the master painter by supplying the painter with brushes at very close prices, or by giving the local painter an opportunity to select what he wants from the traveler's samples when the salesman visits the town. Both are good plans if carried out cautiously, but in bringing the master painter and traveler together a risk is taken unless the dealer can place confidence in his customer.

The brush trade must be cultivated, just as assiduously as the paint or any other branch of trade, and dealers who neglect it or do not carry the stock, can hardly expect to get the business.

AN ALLEGORICAL CALENDAR.

The Canada Paint Co., Montreal, has supplied its customers with a handsome calendar for 1911, which is out of the ordinary in two respects. In the first place, it is an allegorical scene linking the past and present together with modes of transportation as the subject portrayed. In the foreground is an Oriental scene, figures of a lady and a camel being shown to illustrate the mode of traveling used in 1911, B.C.—thirty-eight centuries ago, and in the background, a modern steel bridge is pictured, to illustrate the method of transportation common to 1911, A.D. The second feature of interest is that the picture is the work of a member of the Canada Paint Co.'s staff, Henry Clucas, manager of the Toronto branch, painting the scene from which the lithograph was made. The calendar is a credit to the artist, as well as to the company.

WAYNE OIL STORAGE TANKS.

The National Equipment Co., 21 to 27 Lombard street, Toronto, who have been supplying plumbers and hardwaremen with water service systems and septic tanks for country houses, besides making tanks and pumps for storing gasolene in garages, have secured the agency for Canada and Newfoundland for the Wayne Oil Tank and Pump Co., Fort Wayne, Ind., and it is the intention of the company to institute an active campaign for business in installing self-measuring oil and gasolene storage outfits in stores, paint and varnish factories, garages, etc. The "Wayne" outfits have been endorsed by the National Board of Fire Underwriters, and they are so simple in construction that anyone who can thread pipe can make the connections necessary in the installation of an outfit.

M. J. Quinn, manager of the National Equipment Co., was formerly mechanical superintendent for the Ontario government.

The Ottawa Vacuum Cleaner Manufacturing Co. has been incorporated to make vacuum cleaners and electrical apparatus, with a capital stock of $150,000. The head office will be in Ottawa.

?????

QUERY BOX

"MOOSE JAW"—The blistering and cracking upon the front door is probably caused by the strong sun and wind. Remove the offending Varnish and Paint with "CUMOFF" and then use the C. P. Co.'s Graining Colors and Exterior Varnish.

"BRUSH HAND" — The article you require is called "CUMOFF," and when applied according to directions on the tin, you will see the old Paint, Varnish or Enamel, stand up like "quills upon the back of the fretful porcupine." It is then easily removed, leaving the surface ready for refinishing.

"PERPLEXED" — No, "CUMOFF" does not raise the grain of the wood. It quickly softens old Paint, etc., so that the Paint or Varnish can be taken off by a scraper or putty knife.

"SUN"—The "SUN" brand of Varnish is made by The Canada Paint Company. They have an extensive Varnish plant in Toronto.

"PIEBALD" — Enquires if "CUMOFF" will remove some Enamel which he received upon his Epidermis owing to slipping in the bath. It will. "CUMOFF," however, is only intended to soften Paint or Varnish upon wood or metal surfaces.

"CAR FINISHER" — Certainly, the Head Painter of the Michigan Central Railway, St. Thomas, Ont., considers 'CUMOFF' "an excellent article, leaving the surface in good shape, without discoloring or injuring it."

"SPRIGBIT"—Yes, "CUMOFF" is in a handy form for retailing, being put up in Half Pints, Pints, Quarts, Half Gallons and Gallons.

WRITE THE

CANADA PAINT CO.,

LIMITED

Montreal Toronto Winnipeg

FOR

"CUMOFF"

Mixed Paints



It is astonishing to what an extent the mixed paint trade has grown in Canada, in fact throughout the world. This is due very much to the help of the agents in the many stores throughout the country, keeping always in stock a first-class brand of pure paints.

Are you doing it?

Doing what?

Keeping a first-class brand! Let us send you some of the cards and catalogues about

Ramsay's Paints

the pioneer liquid paints of Canada. Then when the time comes to buy for your big 1911 trade you will be ready. Don't put it off and keep going along the same old way. Learn about the leader, and get ready for a stock. Remember 1911 will be big with possibilities for the pusher of pure goods.

A. Ramsay & Son Co.

Established 1842

The Paint Makers

MONTREAL

Genuine satisfaction is assured to every user of

NEW ERA PAINT



because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Works Co.

LIMITED

WINDSOR - - - ONTARIO

STAR HACK SAW BLADES

Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S. F. BOWSER & CO. Inc.
66-68 Fraser Ave., Toronto, Ont.
Branches: Boston, New York, Philadelphia, Chicago
San Francisco

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.

Satinette

(White Enamel)

should be on every dealer's shelves if for no other reason than that it is one of the famous International Varnish Products.

But—it has plenty of intrinsically superior qualities to recommend it besides that.

Satinette is suited for decorative work of every description—Gloss Interior and Flat Interior for interior work and Gloss Exterior for exterior work.

Satinette is known all over the world as the white Enamel that stays white—it cannot become yellow.

Architects, painters and decorators always think of Satinette now when they think of enamel.

Satinette is the most perfect and durable white enamel ever made.

It has great covering capacity and **CANNOT TURN YELLOW.**

Like all International Products, Satinette is sold only in full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A.

JAP-A-LAC

A HIGH GRADE

VARNISH AND STAIN COMBINED

NEW LIST PRICES— In October we notified the trade by mail of the list prices effective November 1st. We were compelled to make this advance owing to the continued increase in the cost of raw materials, so that we could maintain the high standard quality of JAP-A-LAC that has always characterized the goods. The list prices of JAP-A-LAC are as follows:

ALL COLORS EXCEPT GOLD AND ALUMINUM

1-Gal. can Imperial Measure	Each, $3.50	Covers 480 sq. ft. (2 coats)
½-Gal. can	" 1.95	" 240 "
Quart can	" 1.10	" 120 "
Pint can	" .60	" 60 "
½-Pint can	" .35	" 30 "
¼-Pint can	" .25	" 15 "

GOLD		ALUMINUM	
Size No. 3	Each, $1.10	Size No. 3	Each, .60
Size No. 2	Each, .60	Size No. 2	Each, .35
Size No. 1	Each, .35	Size No. 1	Each, .25

JAP-A-LAC Crack and Crevice Filler, 2½ lb. packages, each ..... .50
JAP-A-LAC Crack and Crevice Filler, 1 lb. packages, each ..... .25
(One pound is sufficient for about 40 sq. ft. of surface)
JAP-A-LAC GRAINING TOOL (except when sold in the Model Floor Set) ..... .50
JAP-A-LAC GRAINING COLOR, Size No. 1 each ..... .30
(One Jar of Graining Color is sufficient to grain about 100 sq. ft.)
JAP-A-LAC Model Floor Set, each $3.25

The above prices apply to sales in the Dominion of Canada only.

In order that all dealers may have no difficulty in obtaining the present list price, we are supplying the trade with small stickers to be attached to the cans, showing the prices now in effect. We shall be very glad to forward as many stickers as required, upon request, to any dealers.

We urgently request all dealers to secure the new prices on JAP-A-LAC. The high cost of raw materials warrants the list prices charged, and in order to maintain a uniform selling price we wish all dealers to secure the prices now in effect.

PROFIT— The trade discount on JAP-A-LAC is 30 p.c. from the list prices, producing a profit on the cost of the goods of 42.85 p.c. In addition to this discount, JAP-A-LAC may be purchased under a special contract, providing for a further allowance as follows:

10% on purchases amounting to $100, and less than $250 (producing a profit of 58.73%)
15% on purchases amounting to $250, or more, - - (producing a profit of 68 06%)

This contract includes purchases not only of JAP-A-LAC, but of our Green Label Line of Architectural Varnishes and Advanced Finishes for modern building construction as well, thus making it possible for the smallest dealer to earn the maximum allowance, by combining his purchases of JAP-A-LAC and general finishing materials.

Look over your stock and send in your spring order at once. Don't neglect to order a liberal supply of Gold and Aluminum JAP-A-LAC, as these Specialties are particularly rapid sellers.

The Glidden Varnish Company, Toronto, Ontario

CLEVELAND CHICAGO NEW YORK ST. LOUIS TORONTO

Glidden



The Secret of Success

Sh-! LISTEN

The great secret of success lies in doing the right thing, in the right way, at the right time. That is easy for the paint dealer. The secret of success in the paint business is in selling the *right paint*, in the *right way, all the time.* So if you want to succeed you cannot afford to make a mistake in the paint you sell—because mistakes may be fatal to success. A disappointed paint buyer seldom takes an apology—you won't usually know he was disappointed — all you will know is that he goes elsewhere next time. Sell

Martin-Senour Paint

100 PER CENT PURE

and you will have no occasion to make excuses and your customers will have no reason to go anywhere else next time. Every can will be a recommendation for your store. A pleased paint buyer will go out of his way to say a good word for the paint that gives him satisfaction. **Martin-Senour** paint multiplies your satisfied customers. Your success will date from the day you get the agency to sell it — and you will have solved the secret of success. Get busy—write today.



THE MARTIN-SENOUR CO., Limited

MONTREAL **Pioneers Pure Paint** **CHICAGO**

The Winnipeg Paint & Glass Co., Ltd. Winnipeg, Man.

The Maritime Paint and Varnish Co., Ltd. Halifax, N. S.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Ino., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearoy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

62 years of varnish "know how" plus the "know how" of making the public know the quality of Pratt & Lambert Varnishes, means that P. & L. Varnishes will make money for you.

Do you know this? If not, write to-day.

PRATT & LAMBERT Inc.
VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES:
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

Distributors: Stewart & Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba, and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe
GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Salesmanship Course Free
and Liberal Salary

It is generally the person who wishes to take a course in salesmanship who pays for it, but the MacLean Publishing Company pays for your course as well as offers you a very substantial salary, if you write for a position giving references, stating that you are ambitious and capable of handling our business satisfactorily.

What could be more desirable for the young man starting his business career than to become connected with the MacLean Publishing Company, whose circulation organization is the strongest in the country?

What could be more beneficial than to commence his career with an excellent training in salesmanship? The man who has had experience as a salesman is qualified for any business position.

The staff of the MacLean Publishing Company is being increased every week. The best men get the best positions. The best men are invariably those who are ambitious and who have been connected with the firm the longest.

Write at once for full particulars.

MacLean Publishing Company,
143-149 University Avenue, - - - Toronto

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT



It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

You save money by buying your mantles and glassware from us.

Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.



STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada

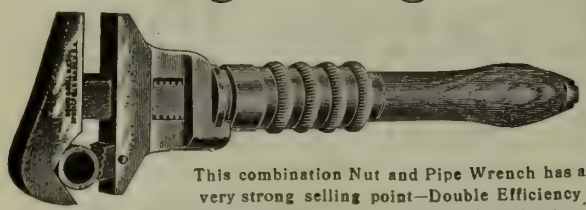
Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

EVERY FARMER WANTS ONE!

Modern farming methods mean up-to-date tools, and in the preparation of stock feed our new improved

Feed Cooker

will be found to cook feed both quickly and economically. Tank sits directly over fire, and fire-place is large and can be fitted with grate to heat water for fruit spraying.

Made in two sizes after the style of our Maple Evaporators.

Why not feature this splendid cooker? It will sell at sight to every farmer.

THE STEEL TROUGH AND MACHINE CO., LTD., Tweed, Ont.

JOSEPH RODGERS & SONS, LIMITED

SHEFFIELD, ENG.

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton Company

Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

TRY IT.



SOLD BY ALL JOBBERS

¾-lb. tins—3 doz. in case.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



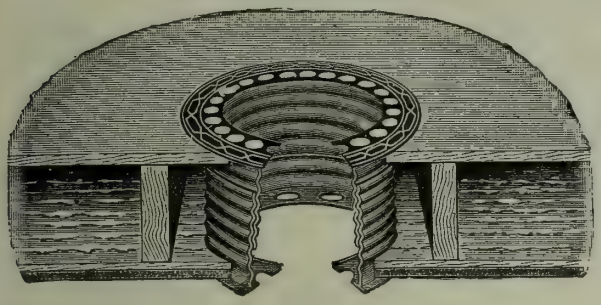
CATALOG FREE

THE GIPE CARRIER COMPANY

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

HARDWARE IS "STRONG" WARE and so is New Brunswick "KRAFT" WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746



Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in your locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices. Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

Brandon Safe-Lock Fence Co.

Brandon, - - Man.



When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

Get our quotations before buying

IT WILL PAY YOU

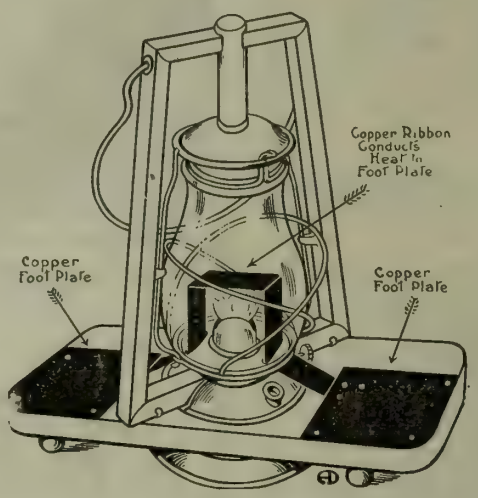
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

A Useful Novelty for Christmas Trade

"Ontario" Lantern Footwarmer!

Sells at Sight



and Pleases Everybody

Cannot Burn the Robes!!

Can be used as a Stable Lantern. Won't Upset.

The Illustrating Competition Advertises Local Dealers.

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

Cummer-Dowswell

WASH DAY LABOR SAVERS ALL HAVE THAT EXCLUSIVE

"Something Different"

that interests buyers and makes the line READY AND STEADY SELLERS.

For Instance—

The Rust Proof Steel Ring sprung inside of washing machine tubs that prevents warping and leaking and adds years to the life of a machine.



Ideal Low Pressure Power

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

MADE BY

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents.

Harry F. Moulden Winnipeg, Western Agent.

An Ideal Christmas Present

will be a set of

Nickel-Plated Asbestos Sad Irons

consisting of three nickel-plated irons, one asbestos-lined cover and handle, and one asbestos-lined stand.

Packed in a wooden box with slide cover, all ready to pass over the counter.



POT COVERS

are sold all the year round.

Why not have them stacked conveniently and neatly in a

WRIGHT'S POT COVER DISPLAY STAND?

Holds fifteen sizes, graded in half inches, from 8 to 15 inches.

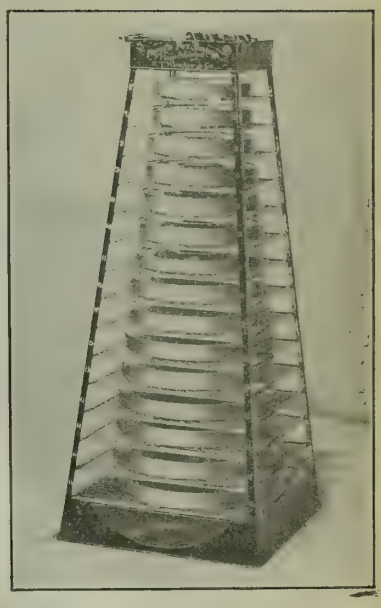
Tinned wire shelves, japanned frame.

Compartments at top and bottom for handles.

Handsome and useful.

Any size cover can be selected in a second.

Stock of covers can be estimated at a glance.

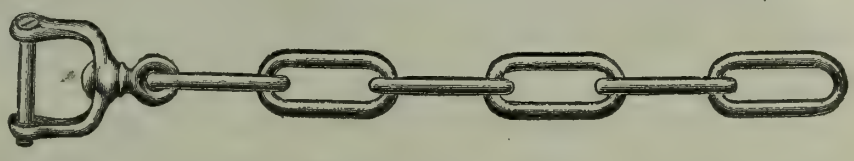


E. T. Wright & Co., Hamilton, Canada

(H. G. Wright)

Eastern representative---J. W. Moncur, Drawer 2209, Montreal, Que.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont.
Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg, Man.
Vancouver distributing agents---Macpherson, Teetzel Co., Vancouver, B.C.
Winnipeg agents--Reynolds & Co., Winnipeg, Man.

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

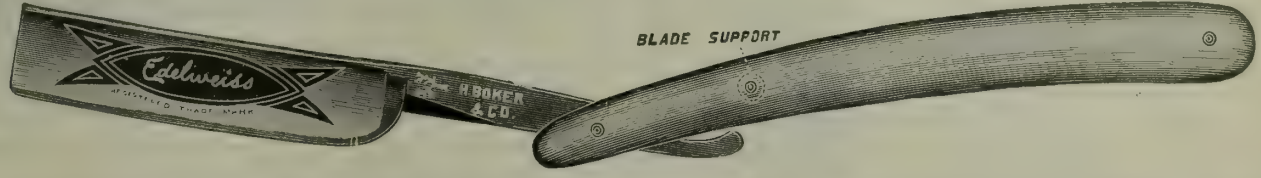
Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ST. CATHARINES, ONT.

"EDELWEISS"

Is the name of a plant or small white flower which grows only on the Alps and Pyrenees, at a great altitude, in situations difficult of access. "Edelweiss" is much sought after by Alpine travellers and mountain climbers.



The Quality and Temper of "Edelweiss" Razors are also very difficult to attain. None but the most skillful workmen treat this Razor during the process of manufacture.

The finished "Edelweiss" Razor is in quality as much above the ordinary Razors as the Edelweiss flower grows above other flowers.

For sale by all leading Wholesale Hardware Houses.

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

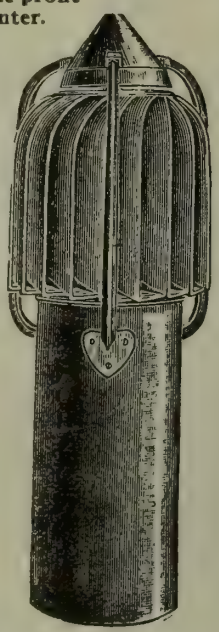
Corner King Street and Spadina Avenue

Toronto

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our



J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

HOUSE OF COMMONS
Ottawa, June 5th, 1903

J. W. Harris Mfg. Co., Ltd. Montreal

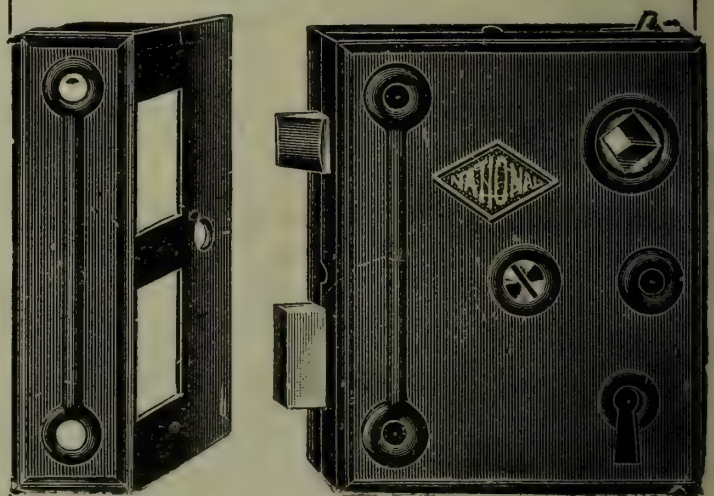
Gentlemen:—
I had your "Zephyr" Ventilator put up on the chimney of my large store occupied by M. M. Normandin, corner of Gosford and Notre Dame Streets, Montreal, and I am glad to declare that this Ventilator did away with all my troubles concerning the draft of that chimney.

I remain, Gentlemen,
Yours truly,
F. D. Monk

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

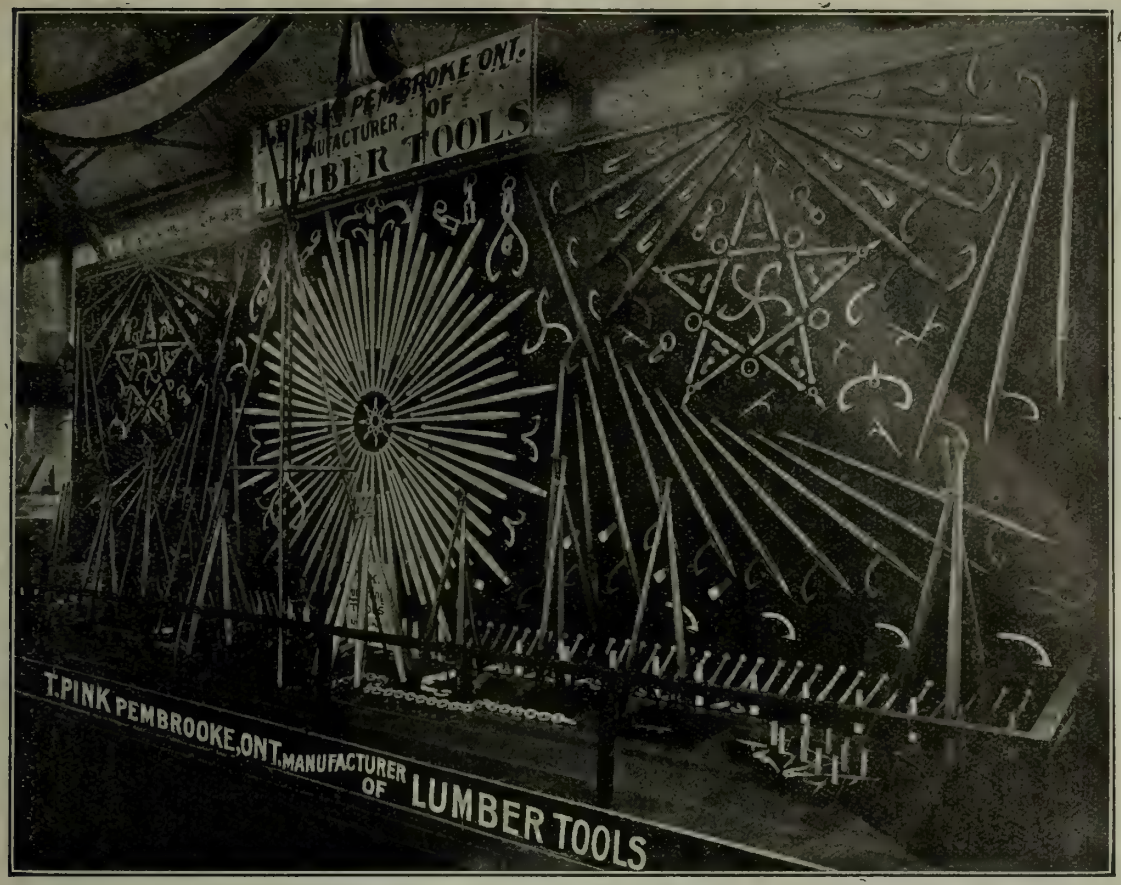
The J. W Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

NATIONAL STEEL RIM LOCKS



Safety, strength, durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money

with the



"Hercules" High Speed Twist Drill

Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness.

It will give an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.

Trade Mark

Trade Mark

We Carry the Largest and Most Complete Line of Twist Drills in Canada and Make Instant Shipment

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

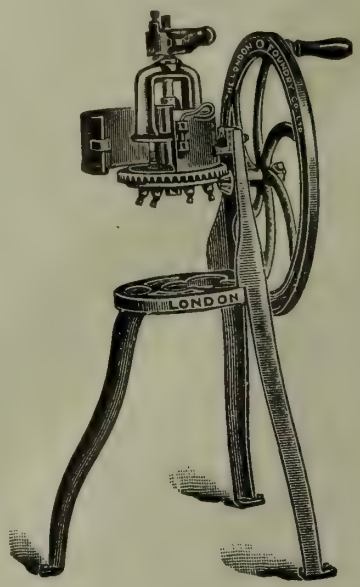
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

"Brantford" "Roofing"

Will not turn brittle in zero weather. It can be laid during coldest days without fear of cracking the roofing. This is only one of the many reasons why you should recommend Brantford Roofing to those desiring a high-grade article. Other reasons given in our Big Roofing Book. Send for a copy. Also ask for samples of Brantford Asphalt, Rubber and Crystal and prices. There's a good margin of profit for you in each roll.

Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

SELLING AGENTS:

The General Supply Co. of Canada, Limited
356-360 Sparks St., Ottawa, Ont.

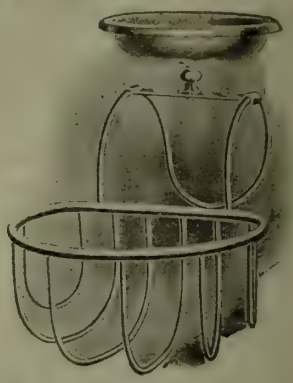
Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd.

Buffalo  **Mfg. Co.,**

Buffalo, N.Y.

Are You Carrying Our Attractive Lines

of
Water Filters and Coolers
Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Wine Coolers
Nursery Chests
Tea and Bar Urns
Candlesticks
Cuspidors
Match Safes
Coal Vases and Hods
Crumb Trays, Etc.
and



BATHROOM FIXTURES?

All are High-Grade and Splendid Sellers

H. F. McINTOSH & CO. (Agents)
28 Toronto Street, - TORONTO, ONT.

Write for Catalogue

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

CASH REGISTER—Stylish nickel plated detail adder. Registers one cent to twenty dollars. 5 year guarantee. For quick sale, $50.00. Particulars R. O. Smith Co., Orillia, Ontario. (51)

FOR SALE—1 Dey Time Recorder, 100 hands, in first-class order. Just the thing for hardware shop or small factory. Reason for selling, not large enough to handle force. For full particulars apply to—The National Manufacturing Company, Limited, Ottawa, Ontario. (51)

BUSINESS CHANCES

FOR SALE—An established retail hardware and furniture business in a live town in a prosperous community on the C.P.R. in southern Saskatchewan. Present owner going into the banking business. Reason for selling. Address Box 1054, HARDWARE AND METAL, Toronto. (50)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE FOR SALE—Stock $4,000, doing good profitable business. Stock in good shape. Western Ontario. Worth investigating. Box 1053, HARDWARE AND METAL, Toronto. (52)

HARDWARE, Stove and Tin Business for sale. Stock $3,500; doing $10,000 business; good opening. Apply Box 1055, HARDWARE AND METAL, Toronto. (50)

TO RENT—A handsome new building in Brantford's business centre, two large modern stores, well lighted, high ceilings, easy terms. Apply UNION REALTY CO., Brantford. (52)

WANTED—Stock of hardware, stove and tin business amounting to about $8,000. Give particulars. Box 1056, HARDWARE AND METAL, Toronto. (50)

COMMISSION LINES WANTED

WANTED by responsible, energetic firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgary, Alberta. (55)

AGENT WANTED

AN important British house, manufacturing varnishes, enamels, japans, lacquers, turpentine substitute, and printing inks, seeks reliable agents for Manitoba, Saskatchewan, Alberta, and British Columbia. Apply Box 42, HARDWARE AND METAL, 88 Fleet St., London, England. (50)

SITUATIONS WANTED

HARDWARE SALESMAN AND MANAGER, 15 years' experience in Maritime Provinces, wants position as manager or representative for St. John territory. Best references. Box 1057, HARDWARE AND METAL, Toronto. (51)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

MISCELLANEOUS

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener, built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BY paying a small amount each month you can buy a first-class rebuilt Typewriter from us at bargain prices. Stock-taking is only a month away. We do not want to carry any of these machines over. We can give you any make. THE MONARCH TYPEWRITER COMPANY, LIMITED. 98 King Street West, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

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INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies. Paper cover, 60c; Cloth, Leather Back, 75c. All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

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GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PARTNER WANTED

PARTNER WANTED—With $3,000 cash, in hardware business. Have an up-to-date and well assorted stock of hardware and do all plumbing work in good live town of 900 population. Apply immediately to Box 1049, HARDWARE AND METAL, Toronto. (51)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

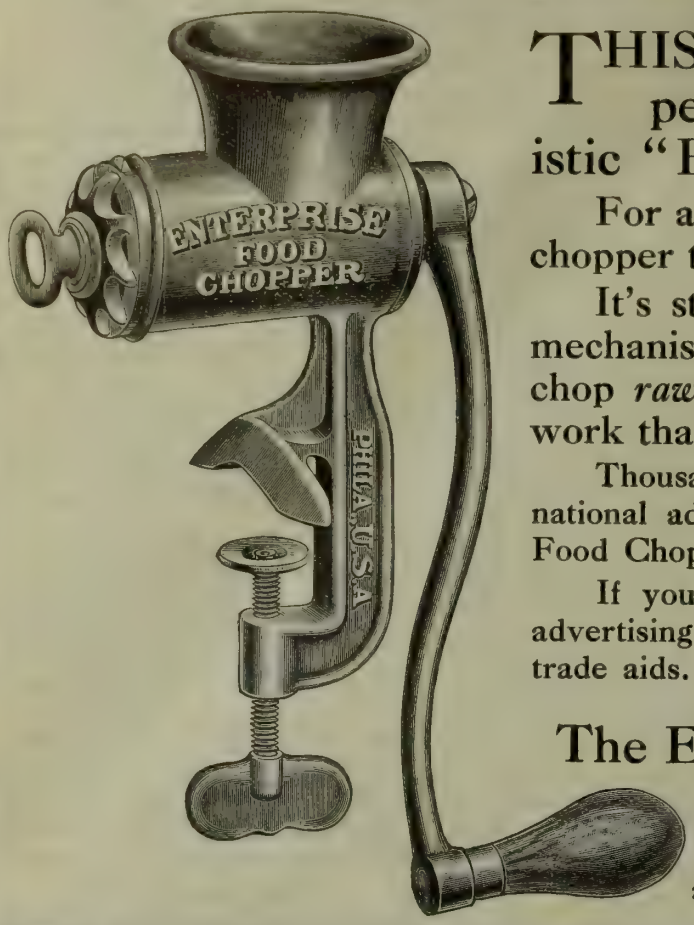
HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto

TRY A CONDENSED AD. IN HARDWARE AND METAL

"ENTERPRISE"



THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

The Enterprise Mfg. Co. of Pa.

PATENTED HARDWARE SPECIALTIES

Philadelphia, Pa., U. S. A.

21 Murray Street, New York 544 Van Ness Avenue, San Francisco

THE MAPLE LEAF
"IMPROVED RACER"

CROSSCUT SAW

This saw is different in its construction to other crosscut saws, being made with the slanting gullets, which discharge the saw-dust more freely and allows every tooth to cut fresh timber. It is a perfectly true tapered saw, being ground 4 gauges thinner on back than tooth. This allows saw to run free and easy with very little set.

The trade-mark "MAPLE LEAF" is a guarantee of quality, and every saw is thoroughly tested and examined before leaving our factory.

WRITE US FOR CATALOGUE AND PRICES.

SHURLY-DIETRICH CO., Limited, - GALT, ONTARIO

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Hardware and Metal Want Ad.

"IMPERIAL" ANTI-FREEZING WINDMILL

FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

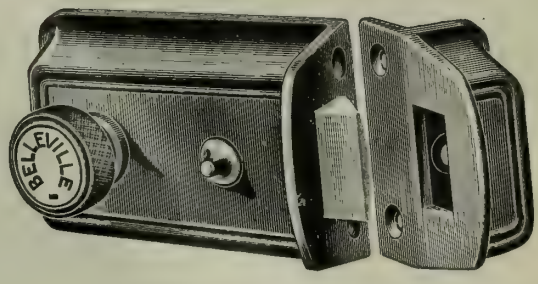
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Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3.

The Belleville Hardware & Lock Mfg. Co., Limited

BELLEVILLE : ONTARIO

GREENING

Consult Your Greening Catalogue!

You'll be astonished at the number of possible customers for Wire Rope in your District, so varied are its uses.

GREENING'S WIRE ROPE

has set the standard for reliability, and is made in all sizes and all grades for all purposes. And remember—whenever you sell Greening's Wire Rope, you can sell Greening's Rope Grease and Rope Fittings.

THE B. GREENING WIRE CO., LTD.

HAMILTON, ONT. MONTREAL, QUE.

GREENING

IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

C okson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Met al Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	14 00	13 50
Cut lengths, round bars, ½ to 2 in.		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"		23 00
Copper sheet, tinned, 14x60, 14 oz.		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 15
Forged iron	2 05	2 25
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 9	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 07½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipp es, 75 and 10; malleable, lipped union s, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 pe cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT BAY RAILING WIRE

No. 1 , $3.80; No 11, $3.9 ; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4.45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

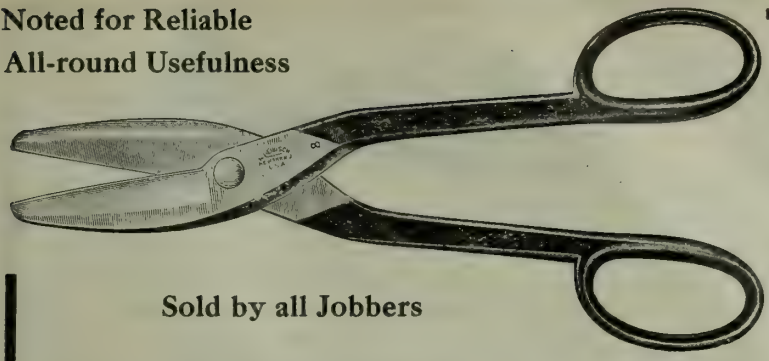
COILED SPRING WIRE

High Carbon, No. 9, $2.45 in cars f.o.b Montreal.

FINE STEEL WIRE

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH
TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A.

HAY WIRE IN COILS

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ¾, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paint, base	2 00
Canada Paint Co's pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co's "Egyptian" brand	1 50
Moore's pure linseed oil, R.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 6
" Thistle	1 3
Martin-Senour 100 p.c. pure	2 10
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75 4 75
Genuine, 100 lb. kegs, "	5 25 5 25
No. 1, casks, per 100 lbs	4 25 4 25
No. 1, kegs, per 100 lbs	4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	0 17½	
Benzine, per gal single bbls	0 16½	
Pure Turpentine single barrels	1 03	1 05
Wood Turpentine	0 60	
Linseed Oil " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Fleming's Genuine	6 75	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 25	7 40
"Anchor," pure	6 00	6 00
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	6 00
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 00
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20 per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs
Stearns wood track	4 50 6 00
Zenith	9 00
Atlas, steel covered	5 00 6 00
Perfect	8 00 11 00
New Milo, flexible	6 00
Double strap hangers, doz. sets	6 50
tandard jointed hangers, "	6 45
Steel King hangers "	6 40
Storm King and safety hangers	6 25
Storm King rail	4 25
Crown	4 85
Crescent	6 50
Sovereign	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off,
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.
Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs	2 50
Tarred wool roofing felt, per 100 lb	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60', per 100 lbs	3 00
1 Ply Ready Roofing, per square	0 70
2 " " "	0 95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
600 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ¹ loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55 1 70
White Bros. English	2 00 2 05
"Laforge" cement in wood	3 40
Fire brick, Scotch, per 1,000	23 00 28 00
" English	17 00 21 00
" American, low	23 00 25 00
" " high	27 50 35 00
Fire clay (Scotch), net ton	5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65 0 80
" lead pencils, per grs	2 40 6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 80 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., dos	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs | 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 00
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 n per 100 lb.	4 50
over 12 in "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Ball' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz	0 40 0 75
Mincing knives per doz	0 50 0 90
Potato mashers, wire, per doz	0 60 0 70
" wood "	0 50 0 60
Vegetable slicers, per doz	2 25
Universal meat chopper, No. 1	1 15
Enterprise chopper, each	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star A1 chopper 5 to 32	1 35 4 10
" " 100 to 103	1 35 2 00
Kitchen hooks, bright	0 60
Toasters, 50 p.c	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75. 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00, 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.35 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs | 2 85

OAKUM.

Plumbers per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen | 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, starles, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singaless" and "Alaska" Nevada silver flatware, 42 p.c.



Ordinary Straight Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point — They work easily and smoothly
They do not cramp the hand — They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO. - - - - - - 169 Spadina Avenue, Toronto

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	15 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 03½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
very, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 65

SASH CORD.

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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J. L. Goodhue & Co., Danville, Que.

Belting. Hose, etc
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Bicycles and Accessories
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Bolts
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London Bolt and Hinge Works, London, Ontario
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Bolts- Expansion
Star Expansion Bolt Co., New York

Box Strapping
J. N. Warminton, Montreal

Brass Goods
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co Toronto.
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Bridle Rings---Galvanized, Brass and Plain
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Brushes
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Builders' Tools and Supplies.
Canada Wire Goods Mfg. Co., Hamilton
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Covert Mfg. Co., West Troy, N Y
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Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
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Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chain.
Greening, B., Wire Co., Hamilton.
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Chafing Dishes.
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Churns
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Clothes Reels and Lines.
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Kemp Mfg Co., Toron
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Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R, Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
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Drills---Brick and Stone
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Electric Fixtures.
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Enameled Ware
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Engine Supplies, etc.
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Fencing—Woven Wire.
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Files and Rasps.
Barrett Co., G. & H., Philadelphia, Pa.
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Simonds Canada Saw Co., Ltd., Montreal

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Galvanized Iron
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Glass
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Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornamental
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Toronto Plate Glass Importing Co Toronto.
Consolidated Plate Glass Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg Co., London
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Glaziers' Diamonds.
Pelton, Godfrey S.
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Glue.
The Canada Glue Co., Ltd., Brantford,
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Hoop Iron.
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Horseshoes and Nails.
Montreal Rolling Mills, Montreal.

Ice Cream Freezers
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Lamps
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Lanterns
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Lighting Fixtures
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Locks, Knobs, Escutcheons, etc
Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
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Lumbering Tools.
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Manufacturers' Agents.
McIntosh, H. F., & Co., Toronto.
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Metals.
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Frothingham & Workman, Ltd., Montreal
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Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.

Mop Handles
Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks
Tarbox Bros., Toronto

Mop Wringers.
White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire
Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
United States Steel Products Export Co., Montreal.

Oilers
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co. Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones.
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.
Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Pail Clasps
J. N. Warminton, Montreal

Paints, Oils, Varnishes
Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadwick Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.
Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.
Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.
Christy Safety Razor Co. Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Red Oxide
The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators
Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers
Hart & Cooley Co., New Britain, Conn
Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets
Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.
Barber Asphalt Co, Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.
Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.
Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.
Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.
McGlashan, Clarke Co., Niagara Falls.

Snaps
Covert Mfg. Co., Troy, N.Y

Sporting Goods
Fancy Goods Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont.
Thos Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip.
Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces
D. J. Barker & Co., Preston, Ont.
Butterwotrth Fdy. Co., Ottawa
Burrow, Stewart & Milne Co, Hamilton
W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
Davidson, Thos., Mfg. Co., Montreal
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Gurney-Foundry Co, Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
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Jas. Stewart Mfg., Co., Woodstock
Queen City Oil Co., Toronto

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Montreal Rolling Mills Co., Montreal.
Canada Screw Co, Hamilton
U.S, Steel Products Export Co., Montreal

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Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

Tin Plate.
A. C. Leslie & Co., Montreal

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The Goodell-Pratt Co., Greenfield, Mass

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Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

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Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves
Kerr Engine Co., Walkerville, Ont.

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The Glidden Varnish Co. Toronto
McDougall Varnish Co., Montreal

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Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.
Woodstock Wagon Co., Woodstock

Watches.
Louis Newmark, Montreal.

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails
J. N. Warminton, Montreal

Wire Goods
Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

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KEARNEY and FOOT
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Nicholson

GLOBE
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Dominion Works, Port Hope, Ont.





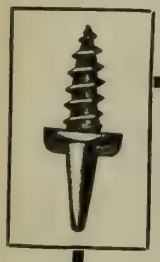
What Do You Think of the "Ross" Rifle?

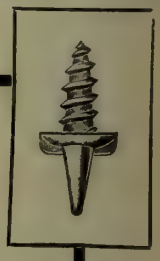
Sales increased 80% last year—mostly repeat orders.
Wherever introduced they scored an immediate success.
The owner of a "Ross" Rifle would not exchange for any other make.
Dealers make good profits.
Supplies can be secured so promptly that a large stock is not necessary.
No trouble with duty.
The "Ross" Rifle gives a good profit to the dealer and complete satisfaction to the buyer.

$25.00 and upwards.

Write for Illustrated Catalogue.

The Ross Rifle Company, :: Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

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KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

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MAKE SURE

of the quality of your handles. In buying Axe handles, possibly more so than with any other article you sell, quality is an absolute essential.

You can make no mistake if you stock and recommend

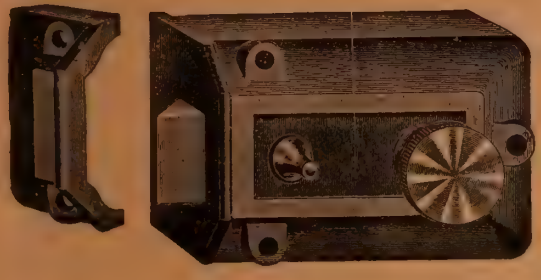
STILL'S AXE HANDLES

the acme of quality.

Write for prices

J. H. Still Mfg. Co., Ltd.

St. Thomas, Ontario





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When Replenishing Your Stocks

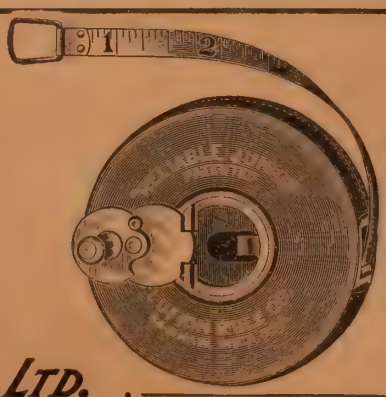
of rim and mortise locks and of inside store and front door sets, you will find a line for every requirement in our well-known goods.

Write for Prices To-day.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes

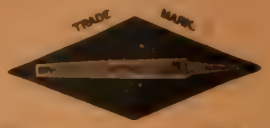


Are the constant choice of every experienced consumer. Satisfactory, too, to the man who sells them. Made in Canada, and guaranteed to be the best in Accuracy, Durability and Workmanship, and their selling brings handsome profits and liberal co-operation.

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PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

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"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the



Printed on the labels.
Stamped on the butts.

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CANADIAN REPRESENTATIVE

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HARDWARE AND METAL

Published Weekly by

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VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 17, 1910 NO. 51

BUTCHERS' KNIVES

JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

For Sale By Leading Wholesale Houses.

FLEUR DE LIS

"FLEUR DE LIS"

FLEUR DE LIS

Galvanized Iron

works well and wears well.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch



Ideal Ventilator Closed.

Two Practical and Durable Window Attachments



Sensible Hanger, No. 3.

Here are two lines that are well made and very effective. In demand in every household. Keep a full range of our "Sensible" Hangers and Fasteners. They are steady sellers and leave an excellent profit margin. Order from your wholesaler.

Send for Complete Catalogue.



Ideal Ventilator, Open.

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENG.

INDEX TO ADVERTISERS.—page 70-71

The IRONCLAD Alarm

From now until Christmas all jobbers will ship Ironclad alarms in special Christmas Holly Boxes.

I'ts a box that'll make people open their eyes. It's a clock that will make your trade sit up and take notice.—It can't be knocked down, it can't be knocked out, it rings to beat the band.

We'll print your name on dials on a twenty-four lot order, we'll add a full window display if you can use one.



Rings 35 seconds, can be shut off at will. Height 5 inches. Weight 2½ lbs. Packed 12 in a box with advertising matter. Names printed on dials in lots of 24.

Western Clock Co.

La Salle, Illinois.

THE

"PERFECTION" Steel Ankle Support

has solved the question of providing a support for the ankle while skating. It is neat, easy to fix, strong and light. By means of a hinge and sliding attachment it allows the ankle to move backwards and forwards, but never sideways.

Sells at sight to every skater, whether learner or expert, and is warranted to give unrivalled comfort.

Ladies' size suitable for children.

The Owen Sound Steel Press Works,



Owen Sound, Ont.

Mistakes! Oh yes!

We make them, but we try very hard not to make the same mistake twice.

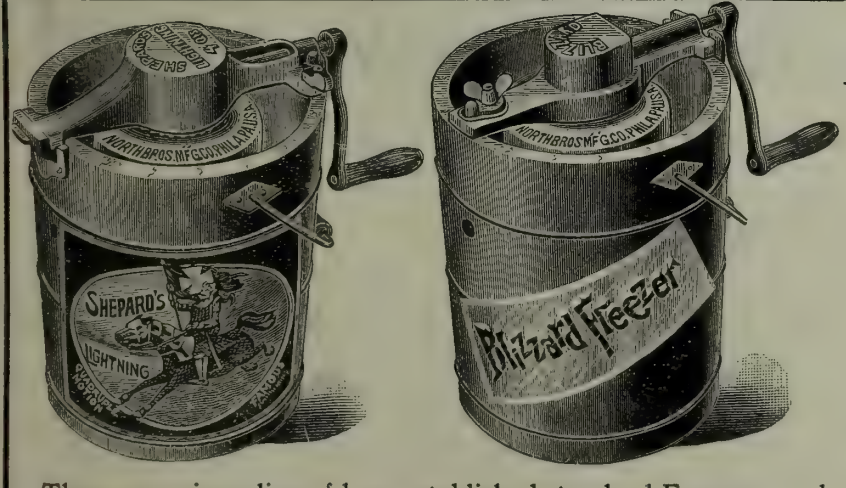
You may have been offering your customer another make of

Axe Handles

and we suggest you put yourself right at once, by insisting on having STILL'S and no other brand. They are the best.

Send for quotations

J. H. Still Manufacturing Co.
Limited
St. Thomas, Ontario



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

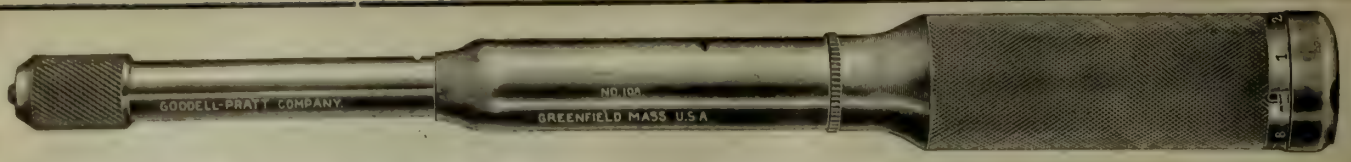
They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.



ARE YOU?

ARE YOU A SHREWD BUYER?

DO YOU APPRECIATE THE STERLING QUALITIES OF GOODELL-PRATT'S AUTOMATIC DRILLS?

The design and construction of these tools have proven their worth by the test of time. Dealers are calling on us for more of these Drills than ever before. Are you getting your share?

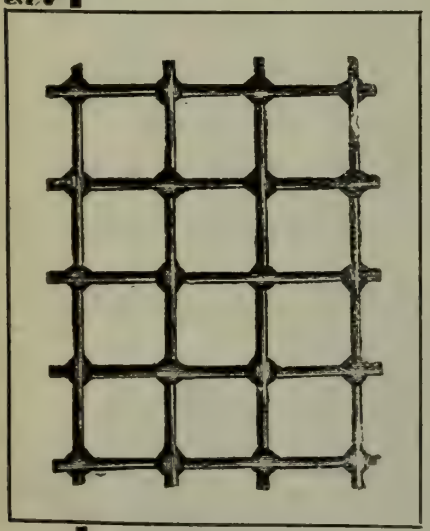
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

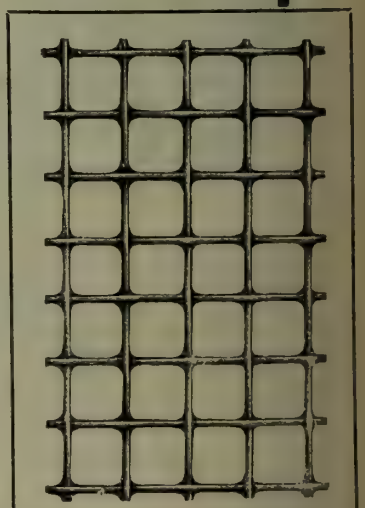


A Necessary Feature of Good Wire Cloth



is uniformity of mesh, and you'll find that

Greening's WIRE CLOTH



is absolutely uniform in mesh, because of the quality of the metal and the skill employed in weaving.

It is made from specially imported high-grade iron and steel rods, drawn in our own splendidly-equipped wire mill by expert wire-drawers. All Greening's Wire Cloth is made 'double crimped,' which ensures the greatest strength and uniformity of mesh. We make Wire Cloth of every description for every purpose.

ASK YOUR JOBBER FOR GREENING'S.

The B. Greening Wire Company, Limited

HAMILTON, Ont. MONTREAL, Que.

BETWEEN VISITS OF OUR SALESMEN

MAIL ORDERS

BETWEEN VISITS OF OUR SALESMEN

In December

are more numerous than in any other month of the year

BLACK DIAMOND

The Mark of Quality

BLACK DIAMOND

The Mark of Quality

OUR MAIL ORDER DEPARTMENT

IS EQUIPPED TO HANDLE YOUR ORDERS IN A QUICK AND SATISFACTORY MANNER
WE HAVE THE GOODS—WE PRICE THEM RIGHT—WE SHIP PROMPTLY

Send Us Your Mail Orders Regularly—Learn for yourself that they receive the same low prices made by our salesmen—that they are filled promptly and completely, and that you can, by ordering frequently, keep your stocks complete with a minimum outlay of capital.

BLACK DIAMOND TOOLS ARE GUARANTEED.
DEFECTIVE TOOLS CHEERFULLY REPLACED.

BLACK DIAMOND

The Mark of Quality

MADE FOR USE OF SKILLED MECHANICS.
HOLD THE EDGE UNDER HARD USAGE.

Pucks,
Hockey Sticks,
Sleds,
Snow-shoes,
Skates,
Ankle Supports,
Skate Straps,
Ice Creepers,
Sleigh Bells,
Carriage Heaters,
Horse Blankets,
Snow Shovels,
Sidewalk Scrapers,



Oil Heaters,
Food Choppers,
Ash Sifters,
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Axes,
Cross-Cut Saws,
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Table Cutlery,
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Shaving Brushes,
Guns,
Rifles,
Ammunition

IMPORTERS AND DISTRIBUTORS

LEWIS BROS., Limited, MONTREAL

Ottawa, Toronto and Vancouver

SNOW SHOES

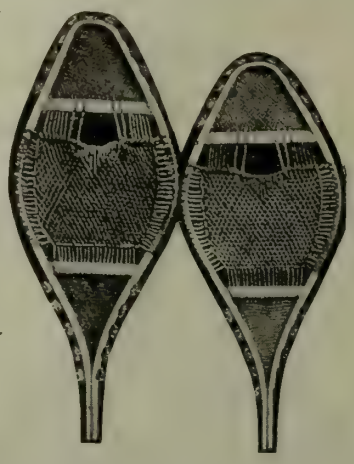
F. & W. Snowshoes
ARE FAR SUPERIOR
to any others on the market.

WHY?

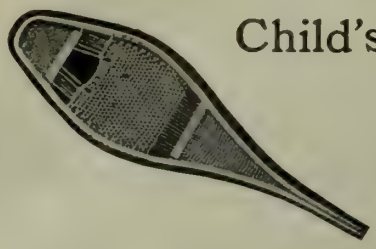
Because we make a Specialty of this Line and are one of the largest Buyers of Snowshoes in Canada. Our Snowshoes are made specially for us by the Province of Quebec Indians, and are the Best.

Profitable Line to Handle.

Make Handsome Holiday Gifts.



Child's



Boy's



OUR PRICES ARE RIGHT

OUR STOCK IS COMPLETE

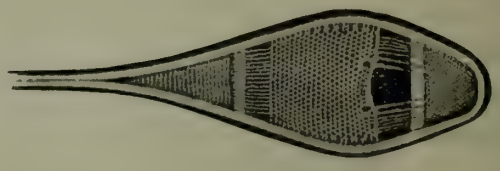
F. & W. Snowshoes Sell the Best

Tramping Ladies'





Shanty Men's



YOU WILL FIND IT TO YOUR ADVANTAGE TO STOCK OUR SNOWSHOES THIS WINTER.

WE SHIP PROMPTLY

Mail Orders receive our prompt attention.

WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

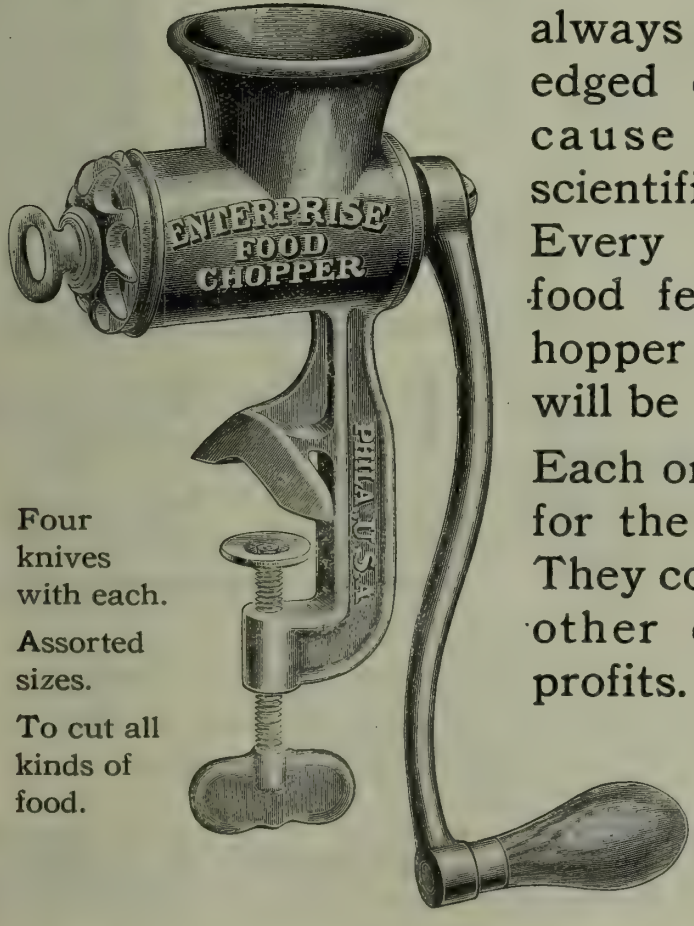
ARE YOU SELLING THE
SMOOTH-CUTTING

Enterprise Food Choppers



or cheap imitations that will only "tear" meat and vex customers.

ENTERPRISE CHOPPERS



always have keen-edged cutters, because they are scientifically made. Every particle of food fed into the hopper of one of these choppers will be evenly cut.

Each one sold is an advertisement for the store that made the sale. They command a better price than other choppers---hence better profits.

Four knives with each.

Assorted sizes.

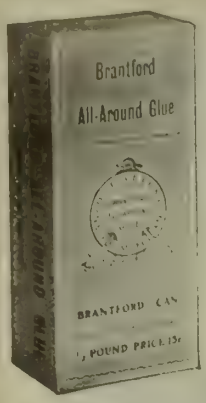
To cut all kinds of food.

No. 202 shown here will chop 2½ lbs. per minute, and sells for $14.40 dozen to dealers, F.O.B. Montreal.

Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS

MONTREAL and WINNIPEG

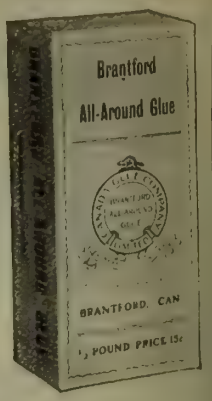


BRANTFORD ALL-AROUND GLUE

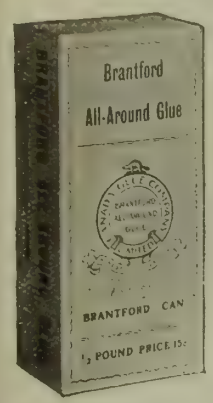
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THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

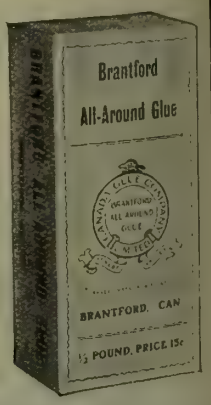
QUALITY TELLS!



J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	Winnipeg, Man.
Miller-Morse Hdwe. Co., Limited	Winnipeg, Man.
G. F. Stephens & Co., Limited	Winnipeg, Man.
Wood, Vallance, Limited	Winnipeg, Man.
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	St. John, N. B.
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	Halifax, N. S.
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	Montreal, Que.
Lewis Bros. Ltd.	Montreal, Que.



IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.





That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

Merry Christmas !



The Compliments of the Season to the entire Hardware Trade, and our Best Wishes for a Happy Holiday.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

BUTTS AND HINGES

CRESCENT BRAND

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

DAVIDSON'S DECORATED ENAMELED WARE

FOR THE HOLIDAY TRADE



White Enameled

DECORATED CHILD'S SETS

No. 7, with new style deep plate.



TEA POTS

Enameled Royal Blue with Go d Decorations, very attrac tive, Globe shape with seam less Body, 5 sizes, from indi vidual pots to 3 quart capacity Nos. 551a, 551, 552, 553, 554

TEA and COFFEE POTS

In Royal Blue and Gold, or White with Fancy Flower Decorations, Double seamed Bodies, 4 sizes, Nos. 10, 20, 30, 40.



CUSPIDORS

Seamless. Made in Royal Blue and Gold, also Light Blue and White with Flower Deco- ration. No. 035.



WRITE FOR PRICES

The Thos. Davidson Mfg. Co., Ltd., Montreal and Winnipeg

Disston Superfine Files

The genius of the Disston organization is strikingly manifest in this department of the great industry.

The superfine file building is perfectly equipped for the exceptionally fine class of work.

In this department we employ the most skillful workmen in America—many of them with half a lifetime of special training in our own establishment.

We make all the steel used. It is unquestionably the best steel in the world for superfine files.

Every file fully guaranteed.



A Section of the Superfine File Department

If you have work of any kind wherein close, smooth filing is required, by all means use a Disston Superfine.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

The Reason Why

Tobin Simplex Guns

you should sell Tobin Simplex Guns is because every owner of a Tobin Gun is satisfied with his purchase. We guarantee every gun to suit the purchaser's idea of what a good gun should be, or the money is refunded.

We do this because we have confidence in our guns. We know that the material we use is the best obtainable. We know that our workmen are skilled mechanics, who can produce a good gun. We know that our patents cover the very latest improvements in Hammerless gun construction. We have subjected our guns to repeated tests, to prove their fitness for every occasion on which they could be brought into service.

Write for our catalogue and other information.

We want you to handle our goods. We want to introduce at least one gun into your locality, because "every Tobin gun is built to sell another."

Tobin
Arms Mfg. Co.,
Limited
Woodstock, Ont.



Made in Canada

DOMINION STALL FIXTURE



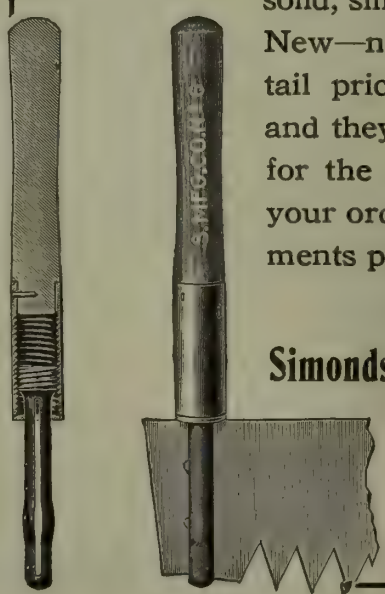
Strongest, Simplest, Easiest to Attach

Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario

Why sell an inferior handle when the Simonds No. 6 can be bought right in Montreal?



The illustration shows the solid, simple construction. New—neat—strong. Retail price 50c. per pair, and they are good sellers for the money. Send in your order to-day. Shipments promptly made.

Simonds Canada Saw Co.
Limited
St. Remi St. and Acorn Ave
MONTREAL, QUE.
ST. JOHN, N.B.
VANCOUVER, B.C.

ERNEST STEVENS LIMITED, STOUR WORKS, CRADLEY HEATH, ENG.

MANUFACTURERS OF

"Judge Brand"





ENAMELLED
TINNED
GALVANIZED
JAPANNED
AND
BURNISHED

WROUGHT STEEL HOLLOW-WARE



ABSOLUTELY UNBREAKABLE



FIRST-CLASS QUALITY
AND FINISH

CANADIAN REPRESENTATIVE:—**Jas. A. Henderson, Board of Trade Building, Montreal,** where a full range of samples may be seen and illustrated catalogues with prices and discounts obtained on application.

THE STEEL COMPANY OF CANADA, Limited

DOMINION WIRE MANUFACTURING CO.—BRANCH

BRANCH OFFICE:
MONTREAL

ESTABLISHED 1860 INCORPORATED 1883 DOMINION TRADE MARK

WORKS:
LACHINE

Iron and Steel Wire
ALL KINDS—ALL SIZES

Wire Bale Ties
CUT TO ANY DESIRED LENGTH WITH LOOP ON ONE END

Brass and Copper Wire
FOR MECHANICAL AND ELECTRICAL PURPOSES

Dominion Field Fence
FOR FARM AND RAILROAD USE

Wood Screws
IRON AND BRASS—FLAT, ROUND AND OVAL HEADS

BRIGHT WIRE GOODS - JACK CHAIN - COTTER PINS
WIRE COAT AND HAT HOOKS - WIRE BARREL HOOPS
STRAND GUY WIRE - GALVANIZED CLOTHES LINE WIRE

WE HAVE EXCELLENT FACILITIES FOR HANDLING CARLOAD SHIPMENTS
SEND US YOUR ORDER FOR A MIXED OR STRAIGHT CARLOAD

Sell Clark Heaters and Coal



Here's the "BIG HIT" Assortment

2 Leader Heaters
2 No. 5B Heaters
2 No. 7D Heaters

6 Dozen Clark Fuel Brickettes (Best Grade)

Some of these heaters you can sell as low as $1.20 and make a good profit.

The Proposition to Dealers is Mighty Interesting

Its a proposition that means ready sales and liberal profits.

Everyone who drives or owns a carriage, wagon, sleigh, automobile—any kind of vehicle—needs them. Everybody traveling in cold weather needs them. The need is known—the demand is positive—It's for the dealer to supply the product and pocket the profits.

Clark Heaters and Clark Coal sell wherever displayed. The wonderful compactness, the unique principe of heat distribution, the neat appearance, the low price—all are factors that make Clark Heaters the unchallenged leaders.

Our guarantee goes with each, and the guarantee protects the dealer and the consumer.

And the coal is just such another proposition. To **prove conclusively** that it's better than other fuel, we give a guarantee, **with each brickette,** that it will give 25 per cent more heat than any other heater fuel made.

DEALERS——ACT NOW

The season is on. Send for the "Big Hit" assortment and add more dollars to your profit. Send to your jobber. Put a heater just inside your store—where customers can **feel** the goodness of it. "Warm them up" to the necessity of buying from **you.** We'll help.

"Big Hit"

CHICAGO FLEXIBLE SHAFT COMPANY, 250 ONTARIO STREET, CHICAGO

HARDWAREMEN!



DON'T FORGET

That this is the time you will require

BABBITT METAL

The mills are closing and will require metal for

RE-BABBITTING

Let us send you a shipment.

We have the BABBITT METAL you want.
Write for prices and Illustrated Circular.

The Canada Metal Co., Ltd., Toronto

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

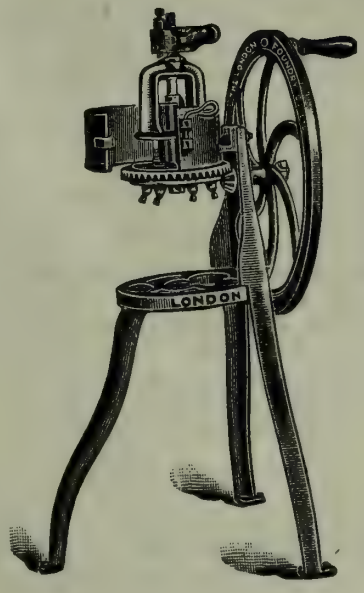
Small Hand

to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.



Send at once for catalogue and prices.

Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

"IMPERIAL" ANTI-FREEZING WINDMILL FORCE PUMP



Fig. 18

With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

Mr. Hardware Dealer!

—How many merchants do you know in your town?

Suppose you know only one round dozen.

If you can show them how to make their stores more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out for yourself.

There's a certain profit in MATERIAL for this dozen and—further profit in the ERECTION.

But, consider the effect these will have on the other merchants in your town.

It will create a big demand for artistic interiors— for

METALLIC
Ceilings and Walls

—and every square yard erected means profit to you.

"Metallic" Ceilings and Walls are just as essential in the home.

They are FAR SUPERIOR to the ordinary decoration — MORE ARTISTIC, MORE ECONOMICAL and PERFECTLY SANITARY.

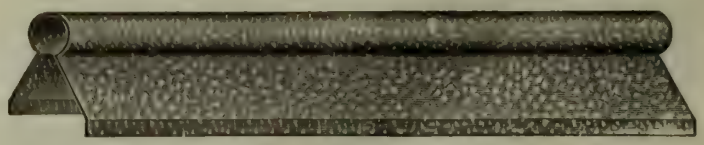
"Metallic" is the cleanest and brightest interior decoration on the market and is ABSOLUTELY FIREPROOF.

Write to-day for illustrated design catalogue—it means dollars and cents to you.

Send measurements of store or home for complete estimate of cost.

Manufacturers of "Eastlake" Steel Shingles and "Metallic Building Materials.

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG



Ridging No. 872 is a Good Seller.
It's Galvanized Steel at a "Wood-Price."

An energetic hardware dealer can sell a good many lengths of Ridging No. 872 in a season. Very few will choose to erect an ordinary wood ridge when the advantages of No. 872 are explained to them. For one thing it is much more ornamental than wood. And because it is made of galvanized steel, it is also several times as durable as wood. No. 872 is easy to erect. It is made on special machinery, in ten-foot lengths, and is absolutely straight. The lengths fit together accurately. No wood filler is required. And you can sell No. 872 at practically the same price as an ordinary wood ridge. How many lengths are you going to sell during the remainder of the year? There's a good margin of profit for you in each sale you make.

Metal Shingle & Siding Co., Limited

Branch Office and Factory, Montreal, P.Q. - PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher: Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Flawless in Quality. Attractive in Finish.

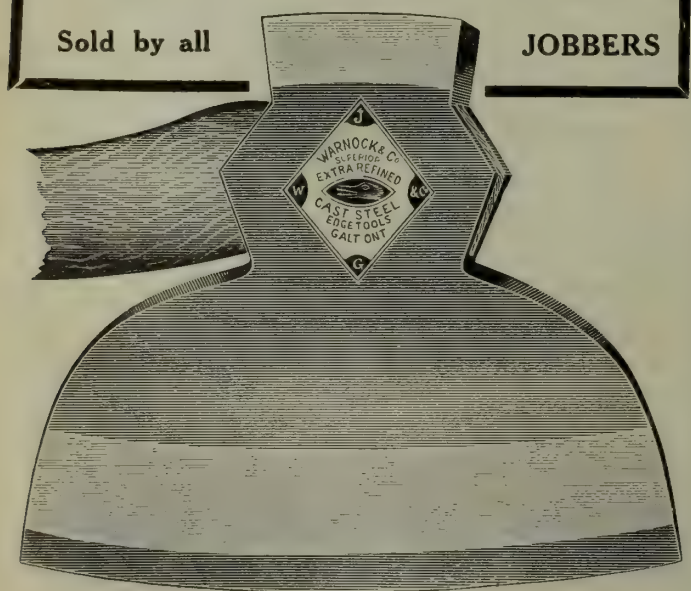
These are the distinguishing features of the Allan Hills line of Edge and Lumbering Tools. Every tool guaranteed perfect through and through

Allan Hills Edge Tool Co.

LIMITED

GALT - - ONTARIO

Sold by all JOBBERS



THE CONNOR BALL-BEARING WASHER



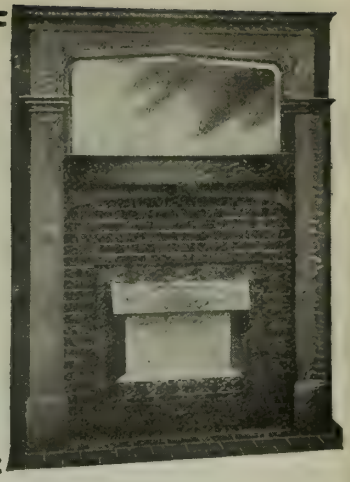
With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.

Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

This Mantel is a Beauty



The picture conveys a pretty fair idea of its simple, but graceful lines. Woodwork in quarter-cut White Oak, golden color, polish finish, and Birch Mahogany, polish finish. Height, 76 in.; width, 60 in. Wall plates attached to 5 feet wide. Tile opening, 42x42 in. Projection, 4 in. British Beveled Plate Mirror, 18x40 in.

Write for Complete Catalog.

The Barton Netting Company, Limited

38 Ouellette Avenue, Windsor, Ont.

Get the local agency for "Safelock" Wire Fence

You will find "Safelock" the best selling line of wire fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality.

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

These Planes are now made in our CANADIAN WORKS. SEND FOR CATALOGUE.

Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.

No. 60 is a Low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

No 140 has a detachable side whereby the tool may be changed from a Block to a Rabbet Plane, or vice versa. The Cutter is set on a skew.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED



Made in Ladies' and Gents' Sizes in Nickel, Oxydised, Blue Steel and Silver; also with Metal Dials (Gilt or Silvered).

THE "TORPEDO" WATCH

(KEYLESS LEVER)

A SEVEN YEARS' GUARANTEE is given with each watch

A SHOW CASE as specified below supplied FREE OF CHARGE with the First Order of not less quantity than Six Dozen Assorted Watches. Hanging show cards given with any size order.

Frame:—Moulded Ebonized Wood. Lining:—Blue Velvet. Lettering at top of case in Gold Block Type. Two Hangers at top of case and one at bottom. Padlock and key at side. Case holds 36 watches. Dimensions:—Height 34 inches. Width 12 inches.

Each Watch is packed separately in a strong box, which can be used to return watch for repair or exchange if necessary as per terms of guarantee. Agents wanted.

Price List on Application and Sample Upon Receipt of Stamps.

PLEASE MENTION THIS PAPER.

SOLE PROPRIETOR **LOUIS NEWMARK, 246 St. James Street, MONTREAL**

English Offices:—109 Hatton Garden, London, and at Chaux de Fonds, Switzerland

Look for this Trade Mark!

TRADE  MARK

Registered

It is the mark of Quality, branded on every genuine

LUNDY SHOVEL

and will be your guarantee of complete satisfaction. Every "Lundy" Shovel is a welded shovel, noted for its smoothness of handle and finish of blade.

We make nothing but welded shovels, because we are convinced of their superiority. We carry large stocks of our four brands and can promise the promptest shipment.

LION
UNICORN
NUGGET
DEMON
} Shovels

Lundy Shovel & Tool Co.,
LIMITED
Peterborough - - Ontario

Bell Brand Horseshoes

TRADE  MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

Here is a tea kettle that sells on sight.

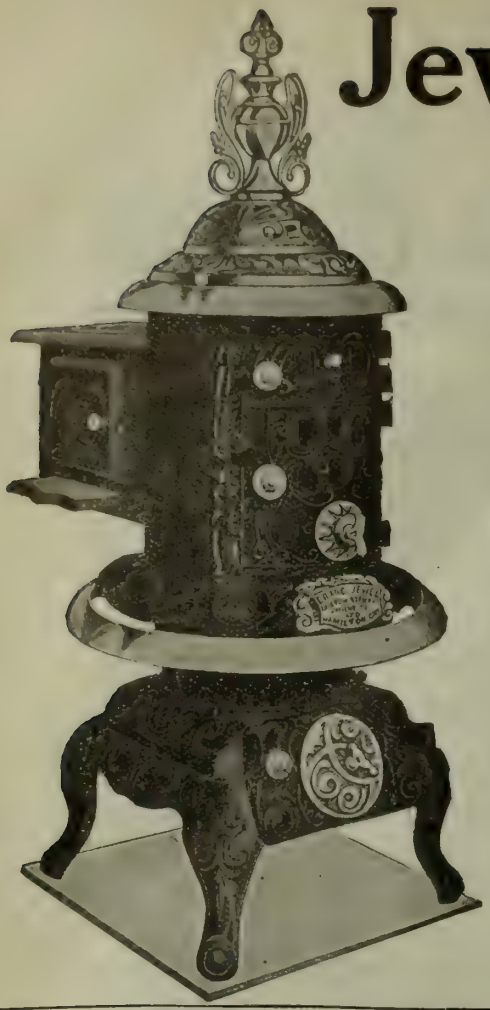
———

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

Jewel Stoves and Ranges





Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO



DON'T HESITATE
to Stock and Recommend

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

They embody every improvement which makes practical efficiency in a range! The body of the Monarch is made of heavy gauge planished steel, interlined with asbestos and steel, thus forming a three-ply wall--the most lasting construction known. The oven, large and roomy, is made in same manner as the body, making it the ideal baking oven to be found in any range ia Canada. The fire box is well proportioned, extra durable linings, and grate bars so installed that they can be removed and replaced without trouble. Monarch Ranges are genuine satisfaction givers, and the selling of them leaves a splendid profit.

GET CATALOGUE AND DISCOUNTS.

Write Us To-day.

Butterworth Foundry
LIMITED
OTTAWA - - CANADA

The Most Extensivaly Advertised Oil Consuming Devices on the Market

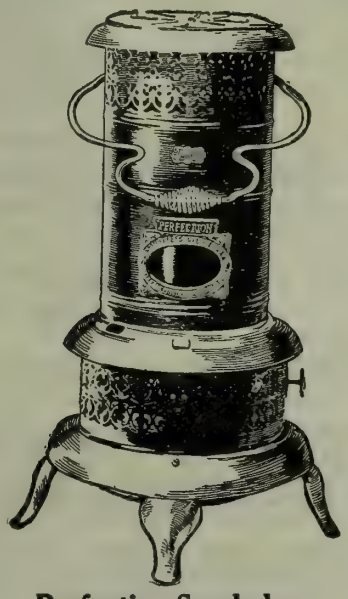
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection WICK BLUE FLAME **Oil Cook-stove**

If your jobber does not handle these goods, write for descriptive circulars and prices to

The

Queen City Oil Company, Ltd.

TORONTO

THE COMMERCIAL CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff.

Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.

HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.

Mills at ST JEROME, P.Q.

Pumps that Carry Good Will

Dealers that sell McDougall "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves---air tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



WRITE

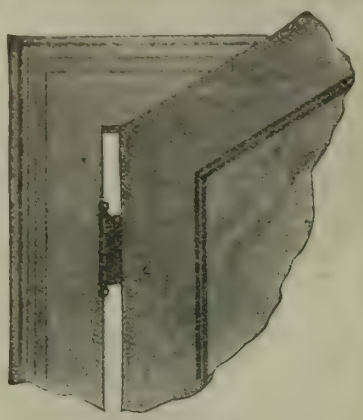
R. McDougall Co., Limited

GALT, CANADA

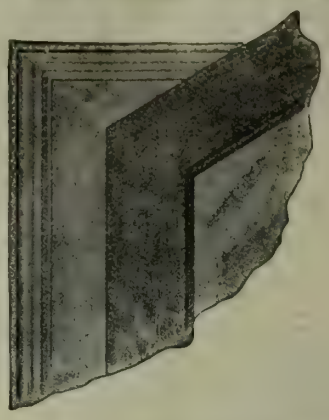
Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

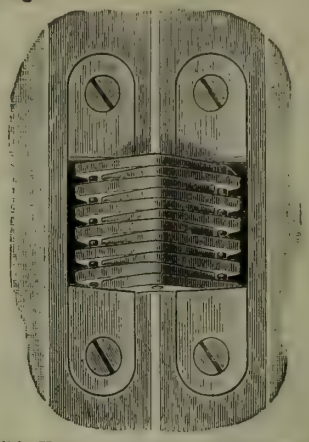
COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years. The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



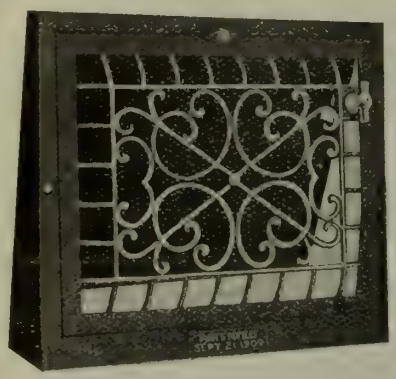
Invisible Hinge as it appears when door is open

No. 101, suitable for wood ½" to ⅝" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¾". Will carry a door 5' x 2' x ¼.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1¾.
No. 112, wood must be 1⅜" to 1½". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1⅝" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

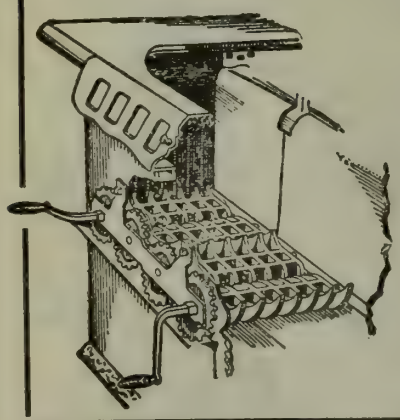
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Here's the Range to Feature!

and it is just as good as it looks. The

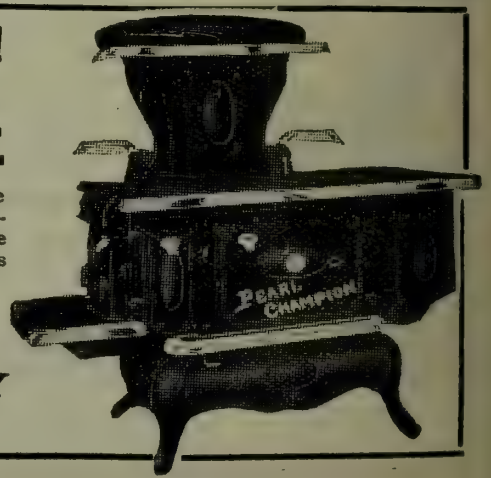
CHAMPION RANGE

is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?
Send for catalogue to-day.

D. J. BARKER & COMPANY

PICTON, ONTARIO



ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Business Getters for Tinsmiths

Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR



saves the expense of building a high chimney. It is so constructed as to guarantee a perfect draft and, therefore, easy combustion. By using the **Zephyr**, it is possible to burn soft coal with best results. The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.

Ottawa, June 4th, 1903
Messrs. J W. Harris Mfg. Co., Ltd.,
Montreal.

Dear Sirs:—
Replying to your favor of May 30th, would say that the "Zephyr" Ventilator is giving good satisfaction.

Yours respectfully,
J. E. HAWKINS.

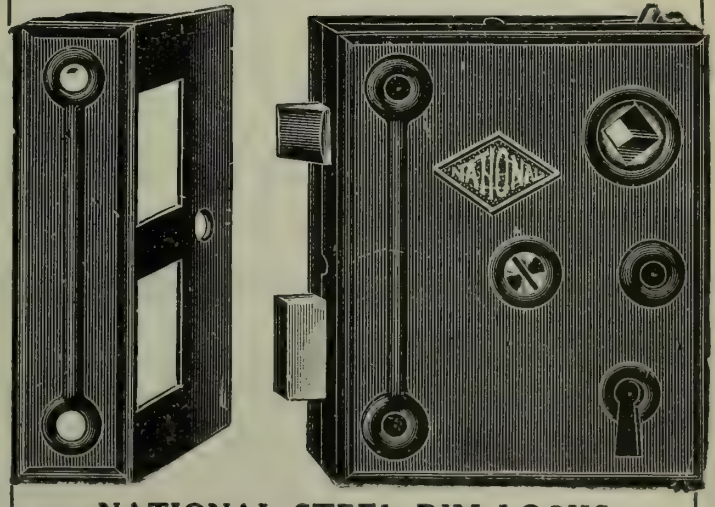
WE MANUFACTURE AND GUARANTEE

The Harris Filter **The Zephyr Ventilator**
The Aeolian Ventilator **Expansion Conduotor Pipe**

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

SAFETY **STRENGTH**
FINISH **DURABILITY**

These are the distinguishing features of the

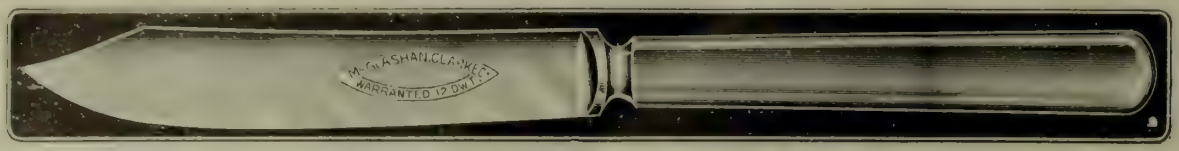


NATIONAL STEEL RIM LOCKS

No others are quite as good.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

A RAPID AND PROFITABLE SELLER



IS THE ABOVE

HANDSOME FRUIT KNIFE

It is made in 3 grades—12, 6 and 2 dwt.—and is put up in elegant, white satin-lined boxes. Have you a copy of our catalogue?

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que. N. F. GUNDY, 61 Albert Street, Toronto, Ont.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

Don't let your stock get too low—unsatisfied inquiries mean lost customers.
Our specialty is a high-grade line of

WIRE NAILS

WIRE BALE-TIES. **WIRE BARREL HOOPS.**

BRIGHT AND ANNEALED WIRE OF ALL KINDS.

Ask your jobber for the Laidlaw line.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George W. Laidlaw **Winnipeg—Harry F. Moulden**

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

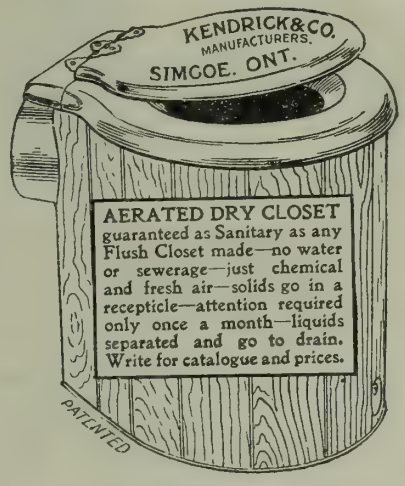
For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

If you have never bought
GILBERTSON'S
COMET
Galvanized Sheets
Why don't you give them a trial?
Don't take any other brand.
Insist on getting "Comet."
Sole Canadian Sales Agent:
ALEXANDER GIBB,
13 St. John St. MONTREAL

CARRIAGE
SPRINGS & AXLES
ANCHOR
BRAND
GUELPH AXLE WORKS
THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

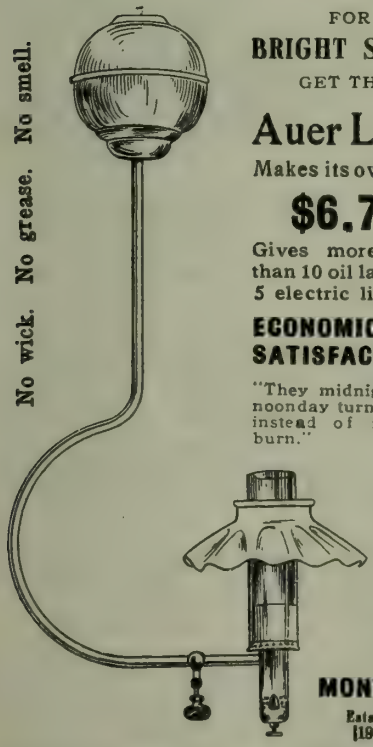
DAISY
Indoor Sanitary Earth
CLOSET
You are missing considerable easily-earned profit if you are not pushing the sale of this convenience. All farmers and people who live where no public drainage system exists are live prospects for the Daisy. It is neat, compact, sanitary, well ventilated, and is such a vast improvement over the unsanitary, uncomfortable outdoor closet, that with very little effort many dealers are selling them by the score.
Sells for
$10.00
with an excellent profit for the dealer.
WRITE R .
The Toronto Furnace and Crematory Co., Limited
72 King St. East, - Toronto

Jardine Universal Ratchet
Clamp Drill
Used in factories of all kinds for hurried machine repairs.
All machine shops and railway shops should have it.
Bridge builders, track layers, and structural metal workers have constant use for it.
Send for Description.
A. B. JARDINE & CO.
HESPELER . . . ONTARIO





No wick. No grease. No smell.



FOR
BRIGHT STORE
GET THE
Auer Light
Makes its own gas.
$6.75
Gives more light than 10 oil lamps or 5 electric lights.
ECONOMICAL
SATISFACTORY
"They midnight into noonday turn, but air instead of money burn."
Auer Light Co.,
MONTREAL
Established 119 years
Agents can make big money. Many styles. Write for terms.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH
JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England



Look at the H. P. Spramotor spraying an acre of potatoes in 15 minutes. There are three nozzles to a row and four rows, two spraying from the sides and one from the top. Adjustable as to height and width up to 40 inch rows. Absolutely non-clogging nozzles. 12 gallon air tank, automatic and hand controlled. 125 lbs. pressure guaranteed with 12 nozzles open. Has agitator clean-out pressure relief into tank, and nozzle protector, all under control of driver from seat. For 1 or 2 horses. Fitted for orchards, vineyards and grain.
Write for Booklet.
R. D. HEARD, 1385 King St., London, Can.

When writing advertisers kindly mention having seen the advertisement in this paper.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

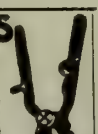
Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS



THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Everybody

says our Cart-wheel ash sifter is the best ash sifter on the market. Light, strong and cheap. Shipped in a cart-wheel form, they never get bruised or damaged. TRY THEM.

MANUFACTURED BY
THE COLLINS MFG. CO, - TORONTO

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

BRITISH COLUMBIA
is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS. 586 Beatty St., VANCOUVER, B..

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

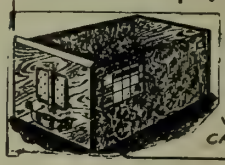
We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.
Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

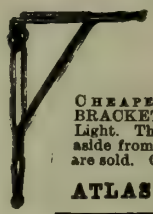
SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SNAPS.

THE ORIGINAL BOLT SNAP

No. 20 TROJAN



All Sizes

Extra wide loop, suitable for double straps.
Large, Heavy Hook Recently remodelled.
Covert Mfg. Co., Troy, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



TOOL HOLDERS
For LATHES and PLANERS
All kinds—All sizes.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO, U.S.A.



Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS
in FORGED tools.
Write for Catalog.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

The Winnipeg Painters' Supply Co.
Propose opening in Winnipeg, and are open to receive Catalogues, Price Lists, etc., from manufacturers.
(53) Box 2166, Winnipeg, Man.

MOP STICKS MOP STICKS
Made in Canada
One if not the most complete, line of Mop Sticks made in any factory on the continent. Combination Brush—Cast—Spring—Screw—Stamped Steel—Wire Automatic Spring Grip—Self Wringing—Crank Wringing—Janitor's—Hotel—Long Handled Dusting—in various styles, lengths and sizes. Cotton Mop Heads in sizes to suit. Priced to sell at popular prices from 10c. to 75c. Practically all the leading jobbers carry "THE TARBOX BRAND."
Manufactured by
TARBOX BROS. - - ***Toronto***
(Established quarter of a century under the same personal management.)



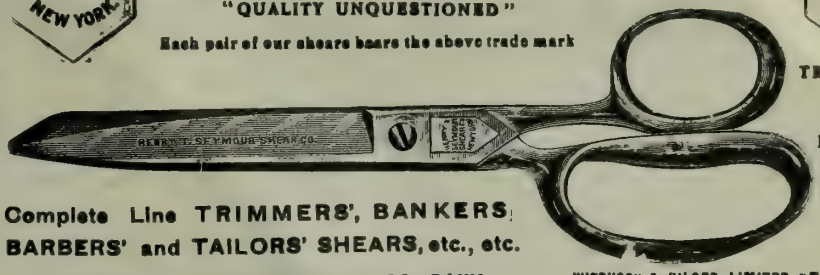
CAMPBELL'S XXX CHOPPER
Pays the Jobber to handle
Quick seller for the storekeeper who has customers looking for quality.
If you want the best axe made write us.
CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN N.B., CANADA

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.
HENRY T. SEYMOUR SHEAR COMPANY
WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

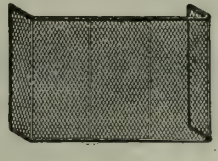
The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



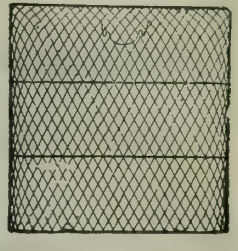
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

ONE OF OUR HIGHLY-FINISHED
SPARK PROOF FIRE GUARDS



WOULD MAKE A VERY ACCEPTABLE CHRISTMAS GIFT

We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

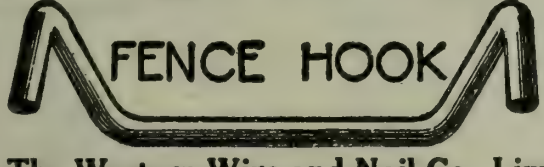
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets of Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO

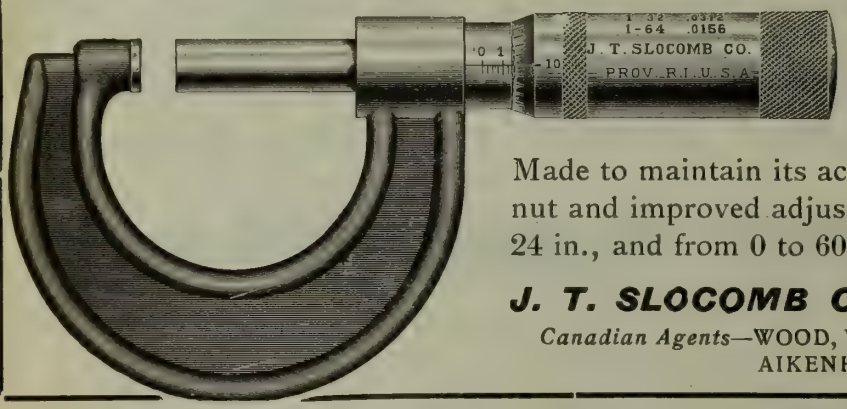
STEAM GOODS

Products that can be fully depended upon for strength and reliability, measuring up to the most exacting requirements. The steady growing demand for our goods tells better than anything else what Engineers think of them. Recognized as the best to be had. You will find us just as interested in sending you the right goods as you are in getting them.

THE VALUE OF AN ARTICLE IS DETERMINED BY THE SERVICE IT GIVES.

The James Morrison Brass Mfg. Co., Limited
TORONTO

SELL THE SLOCOMB MICROMETER CALIPER



A high degree of accuracy, together with the extreme durability, of this Caliper make it the most satisfactory tool of its kind in all the world. Made to maintain its accuracy, having tool-steel screw, long nut and improved adjustments; made in all sizes from 0 to 24 in., and from 0 to 600 M.M. Metric.

J. T. SLOCOMB CO., Providence, R.I., U.S.A.

Canadian Agents—WOOD, VALLANCE CO., Hamilton and Toronto, Ont.
AIKENHEAD HARDWARE CO., Toronto, Ont.



A
Boon
to the
Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the ***"MAPLE LEAF" CLOTHES DRIER*** the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.

An Experienced Clerk

is always hard to secure, particularly in a small town. You can solve the difficulty by inserting an advertisement in our paper.

It may interest a good clerk in the next town or in some place a hundred or a thousand miles away.

The cost is small and you can be sure you are reaching the entire hardware trade, clerks, travellers and manufacturers from one end of Canada to the other.

The following letter from a well-known hardware dealer is best proof of quick service we can offer.

Matheson, Ont., Oct. 23, 1910

HARDWARE & METAL
Toronto

Dear Sirs:—
Re my ad in your paper for clerk. Kindly discontinue same. I have secured an excellent clerk through the first insertion of advertisement.

Yours truly,
Frank A. Child

Rates payable in advance

2 cents per word 1st insertion.
1 cent per word subsequent insertion
5 cents additional each insertion when box number is required.

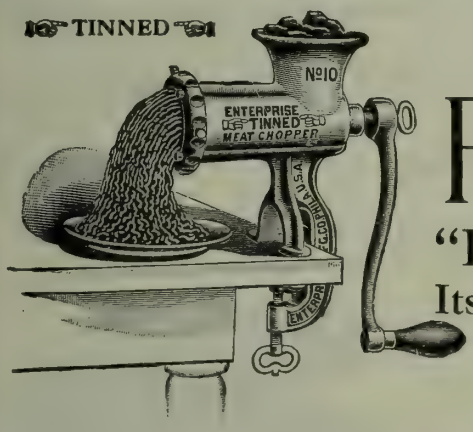
The Goods That Have Made Good Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just Issued.
Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

TINNED



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper.

Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers.
Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"
Sausage Stuffers and Lard Presses

The patented corrugated spout prevents air entering casing—assuring preservation of the sausage.
Now is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York
544 Van Ness Avenue, San Francisco

DOMINION
DEPENDABLE AMMUNITION

AIM TO
SATISFY
YOUR CUSTOMER



Dominion Ammunition

Scores the greatest number of points for you and your customer.

"Dominion" Quality

Insures your customer's success, your success and our success.

Maximum PROFITS FOR YOU.
Minimum COSTS FOR YOUR CUSTOMER.

Dominion Cartridge Company, Limited

AMMUNITION MANUFACTURERS : : MONTREAL, CANADA

Kemp's Seamless Savory Roasters

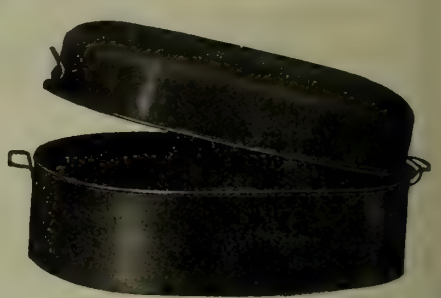
Self-Basting ***Self-Browning*** ***Satisfactory*** ***Sanitary***

Perfectly smooth and seamless, without a corner, angle, groove, corrugation, seam or fold of any kind—just a plain, smooth surface that's easy to clean.



FAMILY SIZE (17¼ x 11¼ z 7¼ INCHES)

Prices on Application



HOTEL SIZE (19½ x 13 x 9½ INCHES)

No. 200 Finest Siemens-Martin Blued Steel Made in Pearlware only. Case Lots - - - ½ doz.

No. 400 Finest Siemens-Martin Blued Steel Case lots - ¼ doz.

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS : : : : TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET. MONTREAL, QUE

Preliminary Work Necessary for Taking of Stock

Merchants Should Have Sorting-up and Counting Done ahead of Time as Much as Possible, so That all the Work Will Not be Left Until the Last Moment—Keep Closely in Touch with Stock Throughout the Year and do not Allow Odd Lines and Dead Stock to Accumulate.

Stock taking is one of the most necessary features of the year's work. By this means a merchant is able to find out where he has failed and where gained in his business during the twelve months. He is enabled to detect his mistakes and, with a concrete review of the past year before him, to plan for the year that is ahead, in such a way that the successes of the past will be repeated and the errors avoided.

By taking stock, a merchant not only finds what goods he has on hand but acquires a practical insight into the trend of public demand. He sees what lines sell readily and the articles that are hard to dispose of. He is thus in a position to buy more intelligently than before.

Some hardwaremen—the number is not large happily—do not take stock every year with any degree of thoroughness. They go over the store and estimate the stock and the amount of money represented approximately. A shrewd man might be able to come very close to the value of the stock in this way, but even then he would not gain the practical knowledge that a thorough investigation provides. A case is recalled where the owner of a hardware store was too busily engaged with other affairs to personally attend to the business. He had a manager to look after it for him. Claiming lack of time, the manager practically ignored the necessity for taking stock and allowed the business to go along in the most happy-go-lucky manner possible. In the third year of its existence under the new order, the owner found his business, not absolutely submerged, but just on the point of going under. He discharged the manager and took the store under his own supervision for a time. Stock was taken and the fact revealed that the store had not been thoroughly overhauled once during the whole time. Articles at least three years' old were found at the backs of drawers, old stock had been allowed to accumulate while new had been bought and sold again. At least a quarter of the stock had been allowed to depreciate and become almost unsalable. The profits had been more than swallowed up in this way.

This is an extreme case but it tells what the future holds in store for the merchant who neglects to properly keep in touch with his stock.

Preparation is Required.

It is unfortunate that the time for stock taking follows so closely on the heels of the Christmas trade. Careful preparation for some time beforehand is necessary, if the work is to be carried out properly, and with no loss of time.

"We start preparations for stock taking fairly early in December," was the statement made to a Hardware & Metal representative at the Russill Hardware Co., Toronto. "In fact, we have been at it for a couple of weeks, and will continue right through with the preliminary work until the time arrives for starting in on the lists."

The Russill Hardware Co. have found that stock taking can be carried out most effectively if all the work of sorting up, placing in order and counting is done ahead of time. The actual stock taking consists, then, of going over the store and filling out the lists. As they follow the system of having a certain department for each salesman, the work is greatly facilitated. On each clerk rests the onus of having his department ready for the taking of the inventory. During the day, as occasion arises, the clerks put in the time sorting up, counting, dusting and arranging in convenient form. This rule is followed right up until the second week of the new year, when the task of listing is commenced. The Russill Co. use the "loose leaf" system in stock taking. One man calls and another marks down. The work is carried on simultaneously in all departments, the whole staff joining in. No attempt is made to rush it though, however; it takes ten days generally to complete the work. In this way, it is possible to proceed without disturbing trade. Sales are regarded as the first consideration, and, when customers enter, they are waited on as promptly as at any other time of year.

This system has many advantages. It does away with the strenuous, nerve-racking rush that is bound to result where everything is left to the last moment. It enables a merchant to get through without working nights for a week or so and it certainly results in more thorough work. Lastly, it does away with the inevitable hindrance to trade under the other method.

The objection may be raised that the time for stock taking comes too soon after the Christmas rush to permit of such preliminary work being done. In cases where hardware dealers cater to the holiday trade by carrying large stocks of typical Christmas lines and specialties, it would be wise not to undertake stock taking immediately after the first of the year. The store would not be in shape for one thing. It would take a week or two of steady work to rearrange and clean up the stock. For another thing, the staff would hardly be fit to plunge immediately into the trying work involved, after the heavy stress of the holiday trade. By making good use of the dull week between Christmas and New Years, it should be possible, however, to start stock taking in the second week of January.

Every Day of the Year.

To many merchants stock taking is a "bogie"; a labor to be looked forward to with dread. It need have no terrors for the wideawake dealer, who anticipates the work, and keeps his stock well in sight all the year around.

"I take stock every day in the year," said a Western Ontario hardwareman recently. "I know what I have in the store, and I take pains not to let anything accumulate on my hands.

"If some line moves slowly, I take steps to stimulate the demand," he continued. "Odds and ends of stock I clear out at reduced prices. I would rather sell at cost than have the stuff collect dust on the store shelves. I know almost from day to day what I have in stock."

"Does it not keep you busy?"

"Yes, but then I don't have to work into the small hours every morning for a couple of weeks in January," was the rejoinder. "I spread the work out over the whole year. But I don't follow the plan merely to save myself labor. I do it to make my business a paying one. I don't believe in losing money every year through depreciation of stock."

A good motto for the hardware man would be, "Every day a stock taking day." Continued vigilance alone makes it possible for a man to keep closely in touch with the goods in his store. But it pays. Thorough stock taking at the end of the year will reveal the presence of old and dead stock; but an all-year-around policy will prevent the accumulation of such. An ounce of prevention is worth a pound of cure.

Even with merchants who make an effort to keep their stock in sight all through the year, the annual stock taking is still very necessary. They are then able to see how they stand—financially and otherwise. It shows the volume of trade done during the year, and the expense of the establishment; it stimulates to greater things or points the need for rentrenchment. Without annually turning the business inside out—so to speak—the merchant would be working in the dark. Attention to stock throughout the year cannot by any means take the place of the yearly inventory, but it makes the latter work comparatively light, and insures the establishment of a better record.

Advice From a Veteran.

"Do not depend on an after-inventory sale to clear out odd lines of stock and left-over goods," is the advice of a veteran hardware dealer. "How can you sell binder twine, ice cream freezers,

refrigerators, scythes, baseball bats and croquet sets in January? The accumulation of a whole year cannot be sold out at one time. The only way to do is to keep your eye on the stock the whole time, and have your clearing out sales just as often as occasion arises. Don't leave it until the end of the year."

This advice is well worth considering. Stock taking may reveal an unprofitable accumulation in certain lines when it is too late to successfully dispose of such goods before they become shopworn and unsalable at their original value.

Merchants should bear two facts in mind. The first is that it is necessary to go over their stock thoroughly each year. The second is that they should not leave the whole thing to one time, but, in addition to the making of an annual inventory, constitute "every day a stock-taking day."

SHORT TALKS TO CLERKS

By An Ex-Clerk

In this article I am talking to clerks. And most of you do need to be told a few plain truths—in a way that will get underneath your skin and make you sit up and take notice.

Somebody has very truly said that all men from the shoulders down are worth about $2 a day. As a mere automaton—a thing of muscle, but lacking brain—no man's earning capacity goes beyond that figure.

Did you ever stop to think that the difference between you with your few dollars a week and the salesman who makes $5,000 to $10.000 a year is the difference between his thinking apparatus and yours?

If you're an intelligent, ambitious clerk you are only in training. You don't expect to be a clerk all your life. You hope some day before long to be in business for yourself.

Are you going to be a fourth-rate merchant, struggling along on about the same or a little more than you could earn as a clerk? Or are you going to be a good, bright, sound business man, with a bright, well-equipped store, and the cash register's cheerful music as a continuous performance?

It's entirely up to you.

The Almighty gave you brains—as many as lots of fellows earning several times your salary—but you've got to help yourself to the extent of using and developing them.

Every day you put off starting to bring out all the powers that lie within yourself is an opportunity lost—a golden opportunity.

You've got brains, you've got self-respect, you've a desire for the good things of life, you want to be somebody in this old world.

Just how far you can climb depends entirely upon yourself—depends upon just how well you grasp the opportunities that lie all round you.

Do you realize that there is a scarcity of good men in every branch of business? Ask the head of any big concern and he'll probably tell you he has a dozen or two positions for which high-grade men are not available.

You have started in a splendid business, and one that will soon be immensely better—for the good man.

Stick to the retail business—know all there is to know about it—try to be the best hardwareman in Canada.

Rich rewards await the clerks of to-day who prepare themselves intelligently to become the merchants of to-morrow, and who bring to bear on their work the best that is in them.

The most valuable training you could have is that which you will get through



All men from the Shoulder Down are Worth About $2 a Day.

studying your employer's business. Analyze it, pick out its strong and its weak points.

If your employer is successful you can be sure that there are certain definite reasons for it. If he is only fairly successful there are also clearly-defined reasons why he has not climbed higher.

Find out what these reasons are and study them closely. If there are weak spots in the business try to remedy them. Be as careful about the store's welfare as you expect to be about that of your own store.

See that the windows are always well dressed, with goods that are seasonable and profitable. Start out with the idea of making the windows produce real business and lots of it.

And watch the results.

Encourage your fellow clerks to be more familiar with the goods in stock, to develop their ability to sell, to always be as neat as possible themselves and keep the store the same way.

And watch the results.

If your employer needs a cash register or other equipment, encourage him to get it. Modern appliances increase your efficiency, and they generally pay for themselves within a short time.

When these modern appliances are installed, see that they are used so as to bring the maximum benefit to the business.

And again I say, watch the results.

One of the greatest aids to success at the present time is the use of modern equipment and appliances—appliances that obviate worrisome detail, stop leaks, prevent mistakes, minimize the chance of dissatisfying customers and losing their business, enable you to more effectively display your goods, etc.

As a prospective merchant, you should study all the successful methods of buying and selling goods, apply the best of these methods, and—

—watch the results as you go along.

AGAINST FAKE ADVERTISING.

Winnipeg, Dec. 13.—The Advertising Club of Winnipeg, met recently, and elected officers for the ensuing year. C. A. Abraham, editor "Winnipeg Telegram," retiring president, occupied the chair. W. T. Devlin, representing the Retail Merchants' Association, was appointed on the Protection Committee of the club.

The Protection Committee was appointed after a lengthy discussion of clause 4 of the report of the executive which was as follows:

> "Your committee recommends that a committee of five be appointed to pass upon the merits of all advertising schemes offered to the members of the club. That this committee consist of the president of this club, a member who is also a member of the Retail Merchants' Association, another who is a member of the Winnipeg Industrial Bureau, a member of the Winnipeg Board of Trade, and also one who is a member of the Real Estate Exchange. It is proposed that suitable cards be printed and placed in the offices of the club members, stating that before any proposition would be considered it must have the approval of the protection committee of the Winnipeg Advertising club. It would be the duty of this committee to look carefully into the merits of the proposition, and if worthy, to issue a permit to the agent to be recognized by advertisers who are members of the club. Your executive believes this plan will relieve the merchants and advertising public of Winnipeg of many fake schemes, and save to the city several thousand dollars annually."

Protection Committee: — Hugo Ross, representing the Real Estate Exchange; H. J. Hardie, Board of Trade; C. F. Roland, Industrial Bureau; J. J. Foot, representing the Advertising Club; W. L. Devlin, Retail Merchants' Association.

In the election of officers which followed J. J. Foot, manager McClary Manufacturing Co., was elected president.

Over one hundred new members were admitted, and the club starts the New Year with bright prospects. E. S. Horne and William E. Campbell, both former presidents of the Kansas City Advertising Club, were among those who spoke, and they offered many valuable suggestions.

Direct Returns from Trade Paper Advertising

Under What Circumstances They May be Expected—How Advertising of This Sort Performs Actual Selling Work—A Little Common-Sense Reasoning By T. J. Tobin.

"I'll use three half-pages at a cost of $37.50, and if the results are good I'll continue in that space right along," said a manufacturer to a trade newspaper representative not long ago.

"Just what sort of results do you figure this advertising should bring you?" asked the solicitor.

"Why, inquiries about my goods," was the reply.

"Before going any further," said the solicitor, "let us look at the real nature of selling work and its relationship to advertising.

"We'll say that you want to push your —— ——.

"You have ten travelers on the road selling these goods, not to speak of the hundreds of jobbers' salesmen who handle them.

"You have the trade pretty well covered and you feel that your goods and selling facilities are quite satisfactory. Competition is keen and you've got to hustle for business.

"You place a half-page advertisement in this paper, in which you speak earnestly and enthusiastically of the quality of the goods, of the satisfaction they have given where introduced, of the worth-while profit paid the dealer.

"Now what is the attitude of the dealer when he sees this advertisement?

"We'll say that it contains a good illustration of your package and that the typographical arrangement is neat and attractive.

"The dealer reads what you have to say about your goods and it interests him.

"You have used a good-sized space to give him your main selling arguments, and your story is told in a frank, earnest, enthusiastic way. To be brief, your advertisement gets his attention, and impresses him with the fact that behind your talk is a strong faith in the goods. He feels that such a house is likely to be a 'live wire,' and that when its salesmen call they'll be men of the same stripe—aggressive and equipped with something worth while to tell him.

"But does this merchant rush away to write you a card or letter, inquiring for prices, etc?

"No, he does not.

"He knows that you are not doing a mail order business.

"He knows that if you want to sell him you are going to send a traveler to call on him.

"He's as sure as he can be of anything that a salesman will call to try and sell him these goods.

"Then why should he sit down and write to you?

"He won't buy the line anyway until the salesman arrives, and perhaps he won't then—on the first call.

"Your first advertisement gets his attention and he looks for the succeeding ones, into which you introduce new arguments, and in which the typographical arrangement is attractively varied.

"Your talks reach him, you know, at a time selected by himself to study matters connected with his business—at a time when his 'buyer's attitude' is dropped and he is willing to listen to what the firms who are trying to sell him goods have to say through the paper that has his thorough confidence.

"You may never receive a line from this dealer direct, but when your salesman arrives he gets a good hearing.

"Through your advertising you have won the dealer's attention, and aroused his interest.

"Now don't you think the salesman's work has been simplified by this favorable reception you have prepared for him?

"Don't you think he will sell a higher percentage of the dealers he calls on, than he would if this introductory work had not been done?

"Don't you think the securing of attention for your goods beforehand will save a good deal of the salesman's time—permit him to make more calls in a day than he otherwise would?

"Won't you admit that by carrying the dealer through the stages of attention and interest—always essential in the process of selling—this trade paper advertising has accomplished actual selling work? Won't—"

"You talk like a lesson in scientific salesmanship," interrupted the prospective advertiser, with a smile.

"Well, doesn't all this appeal to you as common-sense reasoning?. Doesn't it fit in with the real nature of selling work?"

"Yes, I must admit that it does. I have never looked at the matter in just that way."

"You did not realize," went on the solicitor, "that it is the established system by which you distribute your goods that discourages inquiries on the part of dealers.

"You overlooked the fact that only one class of advertising ever brings direct sales—mail order advertising.

"The general advertising on which manufacturers spend millions in the daily newspapers and magazines, never even brings inquiries, unless the public is asked to send in for a book of recipes, catalogues or samples.

"Even then the value of the advertising cannot be judged by the inquiries. As a matter of fact, they are merely incidental to the real value. At the same time, results are sure and certain, the same as from advertising in a good trade paper."

"Do you mean that your paper will not bring inquiries at all?" asked the prospective advertiser.

"Not by any means. It will, and does, bring inquiries to the advertising of some firms.

"Take an advertisement for a store fixture or appliance that can be accurately illustrated and described.

"Or take an advertisement that offers the dealer a price inducement to buy goods whose quality he is well acquainted with.

"In such instances as these it brings splendid inquiries, and often actually makes sales."

Here the solicitor turned over the pages of his paper and pointed to advertisers who had proved this to be so.

"A half-page every week for a year would cost $425. would it not?" inquired the prospective advertiser.

"Yes," replied the solicitor, "and don't forget that by means of it you reach about ten good buyers for every cent expended.

"It costs you only about $8 per week to reach over 7,000 of the best merchants in Canada.

"This represents a charge against each of your ten travelers' expenses of 80 cents per week.

"Not to speak of the extra sales it brings through the jobbers' salesmen."

"I'll take that half-page for the year," said the manufacturer, "and I'll clearly explain its purpose to my salesmen. Through showing them just how it performs actual selling work, by getting the dealer's attention and interest, and making their task easier, I hope to put enough additional ginger into them to make the advertising worth while for that reason alone."

The order was signed, the advertisements carefully written and a new advertiser made a very valuable addition to his selling staff—one in which he has every confidence. since he knows just exactly the work that it can be relied upon to accomplish.

Live displays both in the window and in the interior serve to hold the attention of the crowd and are very productive.

Don't use poetry and jingle in Christmas advertising; the space is too valuable to waste and children will be able to hear enough without your adding to their knowledge.

One merchant, last season, hit on the happy idea of offering to supply and deliver Christmas trees at a reasonable price to all his customers. It is in some parts a very difficult matter to secure good trees and many families go without them because the head of the house does not care to go to the necessary trouble. The offer of the merchant drew many new customers.

Prize Winners in Hardware Window Competition

Four Hardware Salesmen in Stores at Fort William, Newmarket, Peterboro and Campbellford, Win Prizes of $5 Each in Competitions Which Closed December 1—Another Competition on Holiday Displays Closes January 1.

The two window dressing competitions announced by Hardware and Metal in October, to close on Dec. 1, were successful in bringing out a fair number of photographs of sporting goods and fall hardware windows, and the result of the awards are announced this week. In addition to the four cash prizes, two special prizes are given in the fall hardware competition. Two of the prize winning photos are reproduced this week, and the others for which prizes have been awarded will be published at times when the goods displayed are seasonable.

Two Good Fall Windows.

Mr. Smith's display of saws and mechanics' tools in D. W. Douglas' window, was arranged on a background six feet high, covered with red sateen, above this being a paneling of twisted crepe red and white paper, stretching up to the ceiling. Saws and tools were hung in an artistic manner on this background, while others were neatly displayed on the base and side of the window. In the center was a gigantic candle with the query: "How long will it burn?" each cash buyer of goods to the value of $1 or over, being entitled to a guess as to the number of hours it would burn. A companion window was trimmed with cutlery, carving sets, shaving supplies and silverware, the whole making a splendid display. These windows were productive of a large number of sales, more than any windows shown in Douglas' store for a long time.

Kitchen Scene in Window.

Ray P. Best's display arranged for the Best Stove and Hardware Co., Peterboro, for Thanksgiving week, was decidedly original in its composition, and in addition to being "the talk of the town," and a constant source of amusement, many sales of ranges were directly traced to the window.

The window was dresed to represent a kitchen, a range being set up, and by means of a gas connection a kettle was kept sizzling on the stove. This put action and life into the display, and it was made more realistic by placing a dummy figure of a man in a sitting position at the kitchen table, with his breakfast before him. Sitting on the table, too, was the alarm clock which had aroused the man from his slumbers, it being an "Ironclad," which "rings to beat the band." As W. D. Campbell, of the Best Company says: "The window was a distinct success, as it brought a considerable number of customers into the store."



Awarded First Prize in Hardware & Metal's Fall Window Contest, Open to Dealers in Towns over 5,000—Trimmed by Ray P. Best, Peterboro.

A New Year's Display.

Where electric or other motor power is available for light moving objects, the following window design is particularly suitable for a New Year window trim.

For the frame work, take a large umbrella with the cover removed. Attach a stiff wire very firmly to the outer end of each rib for a rim. The handle must be straight, and to reduce friction as much as possible, should be brought to a point and a round-headed screw inserted. Run this lower end through a hole in a hardwood board or plank, bored smoothly and loose enough to allow easy turning, but sufficiently snug to prevent wabbling. If the screw-head rests upon some smooth, hard surface like a glass or granite plate, the friction will be materially reduced. The upper end of the handle also works in an easy fitting socket for support. A grooved wheel for carrying the band from the motor may go near either and according to convenience and ease of concealment. The covering of this frame depends upon the occasion. For the holiday season it should be covered and festooned with evergreen and holly, care being taken to have everything swing clear of all stationary objects.

From the rim suspend a number of stout wire supports or holders, all, of course, trimmed to harmonize with the general decorative plan. These may vary in number according to the variety of display desired, but should be evenly spaced. For New Years an appropriate number is either twelve or fourteen, one for each month of the approaching New Year, and, if desired, one for the Old Year himself, and one for the New Year. Each should, of course, present in miniature some object of particular interest to the season it represents.

This same frame, differently trimmed, is capable of infinite variety of occasion. A couple of weeks before Christmas its denizens might each bear in hand some appropriate gift suggestion, the figures, of course, being prepared to represent different members of the family. The boy, father, mother, half-grown girl, young lady, and grand-mother, not forgetting the baby and perhaps including the youth hunting for a razor to shave with.

SPORTING GOODS WINDOWS.

Two prizes of $5 each offered by the Dominion Cartridge Co., Montreal, were won by:

G. R. Colville (cities over 5,000 population), with W. G. Colville & Co., Fort William.

Charles Byford (under 5,000), with G. A. Binns, Newmarket.

FALL HARDWARE COMPETITION.

Ray P. Best (over 5,000), with Best Stove and Hardware Co., Peterboro.

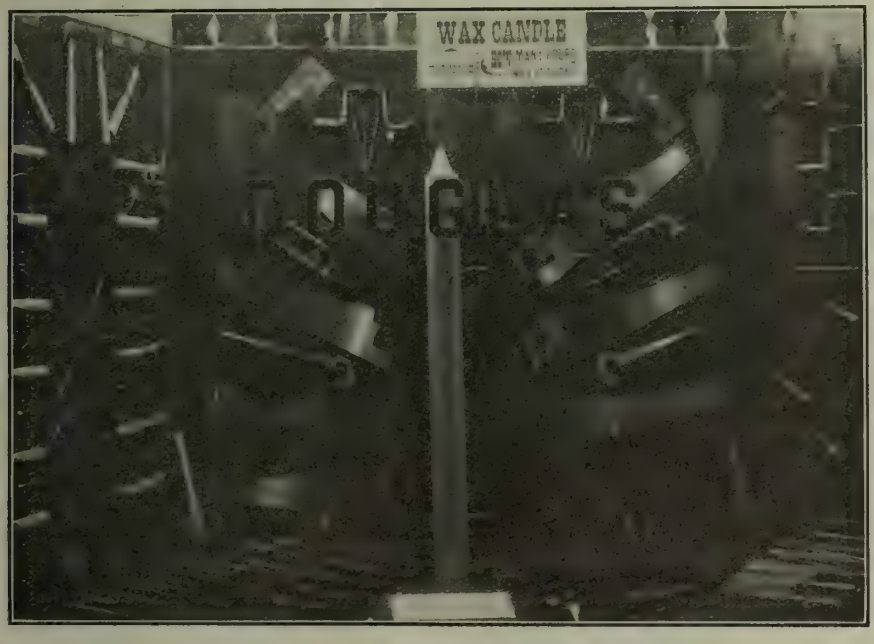
C. H. Smith (under 5,000), with D. W. Douglas, Campbellford.

All the above won cash prizes of $5, while special prizes were awarded to H. E. Burgess, with Brown & Mitchell, Brandon, and C. A. Willets, Leamington, Ont.

Pointers for Merchants During Christmas Week

The Value of Courtesy, the Avoidance of Mistakes in Making Sales, and Prompt Delivery—The Reputation of a Store is Enhanced by a Strict Observance of These Points and Good Business May Follow When Christmas Shopping is Completely Forgotten.

During the last week of trading, with all the bustle of customers rushing in wanting their goods in a hurry and hardly giving anybody time to attend to them properly there are just three things to be considered These are: courtesy, the avoidance of mistakes in making sales, and prompt delivery. We know it is very easy to talk of courtesy, but there are occasions when it is very hard for a person to maintain an unruffled demeanor. After a merchant has been working probably all day and all night, and his clerks likewise, it is not easy to put up with the whims of a good many customers who often are not inclined to make allowances and forget that while they may be absolutely fresh the poor salesman has been on his feet for many hours. But all this is in the day's work.



Awarded First Prize in Hardware & Metal's Fall Window Contest Open to Dealers and Clerks in Towns Under 5,000—Arranged by C. H. Smith, Campbellford.

Christmas-weeks only come once a year, and though, therefore, the salesman's burden may be very heavy he should remember that he must, on his part, make allowances, and do his best to serve everyone with equal courteousness so that there will be no kicking against the store and that future business in other months may be the result of this preservation of temper. A store that has a reputation for courteous treatment is very strong in it's district. People like to have all the attention that they can reasonably expect given to them. It is only natural. They are paying the piper and can call the tune. We always take a certain amount of satisfaction in buying anything, and this satisfaction is increased when we feel the salesman is entering into it somewhat and is doing his best to make us feel sure that we have bought the right thing at the right price. The Christmas shopper is full of enthusiasm and expects everybody else to be enthusiastic likewise. He beams when he buys a razor for his brother, and though he may take half an hour to select the article and has probably every specimen in the store placed in front of him he expects the salesman to beam likewise. He goes away convinced that the salesman is a smart fellow and knows his business and that that store is the only store worth purchasing from.

Mistakes in Sales.

Then there is the question of mistakes in sales. Although with the rush on the usual amount of attention that is given to taking orders must be clipped yet the old adage "more haste, less speed" must not be overlooked. Mistakes are annoying at all times but probably they are more annoying at Christmas than at any other season and unless the stock that is displayed is well looked after there is always a liklihood of things getting mixed. People come in and turn things over and fail to replace them in the right position, the result being that articles which are of two or more parts sometimes get mixed. Unless the clerk is very careful, especially in fancy articles, he may pack up a part of one article with a part of another, the difference being so slight probably that he does not notice it in the hurry of packing, but it is at once noticed by the customer on reaching home. This probably necessitates, especially in the country, a drive of many miles. It may be even too late owing to the customer having delayed buying, to make a change. The annoyance caused by a mistake of this description can be well understood.

The Delivery.

Then we come to the question of delivery. It is at times like these that a merchant's system of delivery gets completely disorganized and thrown out of gear. Delivery is very important. The advice to shop early is very seldom followed. People always make up their minds to leave plenty of time between the buying of presents and the giving of them but in the end they never do. The rush is generally the last week before Christmas, and even less than that, but no matter how belated the customer may be he does not expect his goods to be belated and woe betide the merchant, although he may be taking orders all the day before Christmas, who does not deliver the goods in time for Santa Claus and the next morning distribution. There is always a rush to get extra help in delivery so that the merchant who finds himself at the 11th hour inadequately equipped will find it extremely difficult to get an extra horse and rig. It is well, therefore, to look thoroughly now into the matter of delivery and to make absolutely sure that full provision has been made for the trade that the merchant expects. It is better to over-estimate than underestimate, and if the merchant has not made any arrangement to increase his delivery he should do so at once. Even if he does not push his delivery up to its full limits, even if he feels that he could have done it without an extra horse, he has the feeling that it is there if it is wanted. He has one less worry to contend with, and it is contending with worries that spoils a merchant in looking after the trade that is within his doors. If the clerks feel worried because they know that things are going wrong with delivery, if they know that dissatisfaction is being already expressed by some of the customers they cannot put their hearts into their work and do justice to those who are coming into the store; but if everything is going smoothly, if goods are delivered promptly and everything working like a charm, then they are able to greet every customer with a smile and to throw that amount of enthusiasm and courtesy into each order that does so much to accentuate the pleasure of purchasing and to consolidate the merchant's position in the customer's eyes.

HARDWARE AND METAL

Established 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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HOLIDAY GREETINGS.

The coming week will be a strenuous one for readers of Hardware and Metal; more especially if the splendid weather of the past two or three weeks continues. There is every reason to look forward to a record-breaking total of December sales to top off what has been in many cases the most successful year yet experienced by the Canadian hardware trade. A prosperous season betokens a merry holiday and consequently mirth and goodwill should prevail in the hearts and homes of Canadian hardwaremen this year.

With such a spirit the members of the warehouse, office and store staffs should not be forgotten. They have assisted during the rush of the holiday season as well as through the year's activities and nothing will so gladden their hearts on Christmas day as to feel that loyal service has not been forgotten. With hope in their hearts and a will to merit similar recognition a year hence the members of the staff will enjoy the holiday to its fullest extent and return to their labor with a determination to give better service than ever before.

Each merchant must, of course, decide for himself as to the form of recognition to be given, but Hardware and Metal suggests that to the ambitious clerk nothing more practical could be given than a year's subscription to this paper as it will enable him to improve his selling and earning power and be a constant reminder of how the present was earned and inspiration secured.

Hardware and Metal extends to all in the hardware trade, manufacturing, jobbing and retailing, a Merry Christmas and its best wishes that even the prosperous season now being experienced will be eclipsed in 1911.

PHOTOGRAPH THE WINDOW.

At Christmas time the hardware window is at its best. Special decorations are used and the very best work of the year is put into the display.

This is the time to photograph the window and preserve the idea of the display for future year. It will be an advantage to be able to study a picture of this year's window when planning the display for 1911.

In addition to this there is the opportunity to win a prize in Hardware and Metal's holiday window contest. Two prizes of $5 each are offered for the best photos of hardware windows, one contest being open to retailers or clerks in places having a population of more than 5,000 and another to those in places of smaller size. To those who do not win prizes, and whose photos are accepted for publication, we offer a prize of a year's subscription to either Hardware and Metal or Busy Man's Magazine.

This is a busy time but we urge that arrangements be made to have photographs taken Christmas week, when everything is in gala dress.

BEWARE OF LIBRARY VOTING CONTESTS.

From various towns in Ontario come reports of the promotion of "library voting contests," the plan being to get a number of merchants to contribute $25 each in return for which the promoters provide a bookcase filled with a supply of books to be donated to the school, church or other public institution securing the largest number of votes, ballots being given by the contributing merchants to purchasers of a certain amount of goods.

The scheme is said to be contrary to the Trading Stamp Act passed by the Ontario Legislature in 1901, but no one has as yet begun a prosecution and the promoters are making hay while the sun shines.

The scheme is a costly one for any merchant to participate in and it would be far better to spend the money in some special advertising in the local paper or in a mailing list campaign.

HIDING THEIR LIGHT.

Curious excuses are sometimes heard for not advertising. Dealers will contend that their margin of profit is so small that they cannot afford to advertise; thereby showing one all important reason why advertising is sorely needed in their business. Manufacturers are often equally obtuse and inclined "to hide their light under a bushel." Some time ago, an English buyer had occasion to place a large order in a certain line. He looked over the advertisements in his trade journal and found a description of the article he wanted in the announcement of an American importer. The deal was closed and the buyer did not discover until some time after that a home manufacturer made the same article and would have been able to have suited him. Regretting that the order had gone out of the country, he wrote the home manufacturers, stating that he had not known before that they handled the line and politely criticizing them for not advertising their goods. "Good articles recommend themselves," wrote the makers in reply. They seemed oblivious to the fact that an article, no matter how good it may be, must be used and known first before it can recommend itself. In this one instance, certainly, the fame of the article had not reached to quarters where it should have penetrated. An order was lost, the profit on which would probably have footed the advertising bill for the whole year. The firm added: "Advertising has the serious disadvantage of letting your competitors know what you are doing." The two reasons are very inconsistent. If the goods made were of such remarkable quality that they could sell solely on their own merit, the makers would not need to fear competition. In any case, advertising would not reveal anything more of the methods of the firm than keen competitors would find out.

RETAILERS MUST BE ON GUARD.

The persistent agitation maintained in favor of the extension of the parcels post system in the United States by mail order interests has been given encouragement by President Taft in his annual address to Congress and it is also announced that Postmaster-General Hitchcock, in his annual report, will recommend a limited parcels post system on the rural mail delivery routes, parcels up to eleven pounds in weight being carried in this service. Mr. Hitchcock further predicts the establishment of a complete parcels post system covering the entire country as soon as the postal savings system has become established.

Wholesale and retail hardware associations, backed up by associations of retailers in other branches of trade, have been fighting the mail order houses on the parcel post issue for a number of years and have been successful in securing the defeat or postponement of several previous measures. The last

scheme was a wily game to pull the wool over the eyes of the country retailers, the proposition being to establish a parcels post over the local rural mail routes, parcels being accepted only, however, from merchants in the districts served. Of course, the game would be to amend the law a year or so later to allow the acceptance of parcels from merchants in the larger cities. The mail order houses would make the plea of unfair discrimination in favor of the smaller merchants and, with the assistance of their subsidized press and the manufacturing interests supplying goods to the mail order houses, they would be able to gain their point.

Canadian merchants are interested in the fight being made across the border as if a parcels post system is established there the Canadian mail order houses will make a supreme effort to establish a similar system here. In fact, they are but resting upon their oars now and Postmaster-General Lemieux is on record as in favor of not only a parcels post but a C.O.D. parcels post. The fight will come sooner or later in Canada, but if Canadian retailers are strongly organized in the Retail Hardware and Retail Merchants' Associations they will have a fair chance of defeating the mail order houses as they did four years ago when the parcels post c.o.d. regulation was suggested in Parliament by Postmaster-General Lemieux.

An important factor in the fight will be the stand taken by the wholesalers and manufacturers. Undoubtedly their interests lie with the retailers and it will be suicidal upon their part to stand by and let the retailers carry on the fight alone. To strike a blow at the smaller towns and by acquiescence in the passing of an act aiming at the building up of the larger cities at the expense of the smaller communities will be but inviting a boomerang blow to land upon themselves.

Until the express rate tariffs are definitely established by the Railway Commission or a Parcels Post law is passed in the United States it is unlikely that there will be an open fight on the question in Canada In the meantime the mail order houses are quietly preparing for the fight and it behooves retailers to do likewise.

SPECIAL TALKS TO CLERKS.

A former retail clerk begins a series of special talks to clerks in this issue and as he has made a special study of the subject upon which he writes his articles will contain much food for thought on the part of the men behind the counter.

Every clerk knows that personal appearance, service, punctuality, knowledge of goods, etc., have all a bearing on his power to sell, and therefore, on his efficiency to his employer; and the more efficient one becomes the more is he worth.

Straight Talks on Hardware Salesmanship

TALK No. 6 BY VICTOR LAURISTON

"Here's a first-class hockey skate," exclaimed the hardwareman, enthusiastically, to the tall youth with the collegiate manner. "The shipment just arrived, and—"

He checked himself sharply.

"A bit of water must have splashed on that one," he added, as, with his handkerchief, he rubbed vainly at a big dab of rust.

"Sure it isn't a last season's skate?" queried the youth, jocularly. "Why, there's enough dust in the corners—"

"Confound that boy!" ejaculated the merchant, a trifle crossly. "He must have forgotten to dust again. I told him to be sure and go over everything, particularly the window stuff. That's a first-class skate," he added, though with perceptibly less enthusiasm, "and," he concluded, "as I was saying, the shipment just came in yesterday."

The collegiate youth merely sniffed. Evidently, he accepted the testimony of dust and rust in preference to the dealer's word. The latter sighed, and proceeded to dilate upon the merits of another skate.

A last year's hockey skate, for all practical purposes, ought to be as good as one of this year's stock. A rusty, dusty hockey skate, so long as its properly sharpened, ought to give as good service as a perfectly clean one. In fact, a hockey skate in use speedily loses much of its brilliance. But to the hardware purchaser, no matter what he buys, from refrigerators to wire nails, outward appearances count for a lot.

In hardware, dust is bad—and rust is worse.

Hence, you should wage unremitting warfare, alike against dust and rust.

With a host of buyers, cleanliness is the hardwareman's must effective salesman. There are none to whom it does not appeal. For most farmers, half the attractions of a new implement is the smoothness with which it runs, unclogged by dust and dirt. For the school boy, half the glory of a new pen-knife is in the sheen of the blade. In an article's brightness and newness lies a large percentage of its selling power.

The buyer is often prone to unjust suspicion. In the stove with a speck or two of dirt or rust showing here or there, he discerns a second-hand article taken in trade and furbished up. Dust on an implement is more conclusive evidence that it is an old model than is its recent number that it is new.

Keeping the stock clean, and neatly arranged, involves work, but cleanliness and neatness are both salesmen that work without salary. An attractive display says a good word before the actual salesman has a chance to open his lips. An article's brightness and evident newness has an eloquent appeal that goes direct to the buyer.

And then, with things kept bright as a part of the ordinary routine of business, there's no need to halt for two or three minutes in the selling process to dust off a sewing machine and blame it upon the boy—which constitutes, in any case, a confession of bad store management and frequently is a libel upon the boy as well. Such a halt does more than lower the article's value in the customer's eyes; it likewise breaks the current of the salesman's argument and shatters the purchaser's more or less conscious subjection to the spell of the salesman's personality.



Rusty Skates Prevent Sales.

No store can be kept absolutely spotless. The man who trains his staff to be particular in little things has a big task before him and before them. It means work—piles of work.

But it's work that is an investment; an investment, which, year in and year out, never passes a dividend.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Toronto.

Linseed Oil.—Reduction of 2c made by some.

MONTREAL.

Dec. 16. -There is an easing off in orders due to the time of the year, although the aggregate volume is well above the average. Anticipating a falling off in the demand for the finished article users are not buying so much metal for the time being. With more inflation to tin prices in the London market jobbing prices have been extremely firm but no general advance has been made as holders hesitate to follow the market in case it may go back on them quickly again. Fair trade has been done in copper. The weakness in New York has not reflected in local figures although it probably had the tendency to keep back forward buying.

A rather unusual feature of the imported pig iron situation is the fact that the warehouses are holding less pig iron than was expected owing to heavy buying on the wharf by users who felt that after all they had not looked far enough ahead. This means that, like last year, iron will be scarce before the river opens again. Domestic furnaces are feeling American competition in the West and prices are on the soft side to meet it.

The primary metals have changed very little in relative position. Tin is still under strong control, and the syndicate meet all hammering with easy complacency, while users continue to groan. Copper has developed further weakness. Wall Street went back on the metal, and London followed. The Producers' Statistics showed that some of the leeway between legitimate consumption and production and stocks were made up, but it was very slight. The pig iron situation in the States shows little relief in the tension. The output is still receding, although even now the output is enormous. On the other hand stocks are increasing so the statistical position does not improve. Prices are on the soft side. Spelter is practically the same in London, although St. Louis continues to show further weakness. Lead is about the same. Iron conditions in the Old Country are on the soft side, and contracts for spring and early summer delivery can be taken at present prices.

Pig Iron.—Business is naturally on the quiet side just at present. Warehouses are not overstocked, however, as a lot of iron was bought up before going into stock. Ex-store prices are as follows: Summerlee No. 1, $21.50 to $22; Middlesboro, No. 3, $18.50 to $19. Poor business on the other side of the border is causing plenty of competition this side with a consequent shading of prices by domestic furnaces. But orders are not to be taken ahead at prevailing prices owing to the belief that conditions will improve in the States on the turn of the year. Canadian No. 1 is quoted here around $19.50. New business in the States is on the small side, and stocks are accumulating despite restriction in production. Cleveland warrants, despite the boiler makers' strike and the elections are not fluctuating very much, and show a surprisingly good strength considering.

Tin.—Although the primary markets warrant an advance in prices, local quotations are generally unchanged, but an advance is threatening. There is some hesitation in altering figures as primary quotations may fall back again to last week's average or even lower. There is little Straits tin on the market, but other grades are not scarce. There is little new about the bulling operations in the London market. The Syndicate maintain control, and so long as they are financially strong enough to carry the metal under their hands, there seems no reason why the present situation may not be maintained.

Copper.—Fair business is being done at unchanged figures, although large lots are now being met with better concessions. New York has developed the weakness spoken of previously in these columns. The Producers' Statistics, while showing a little better position, was not sufficient to produce a brighter tone. Wall Street failed to support, and London naturally followed, being very speculative.

Spelter.—Spelter is unchanged and meeting with a fair demand. Large users are out of the market at present. London is maintaining its strength, but St. Louis still falls back, and the market is now getting unstaple.

Lead.—Lead is unchanged both for imported and domestic. Fair trade is being done. The English market maintains a steady level, but is without any strong feature.

Scrap.—The scrap market is on the quiet side for the finer metals, although fair business is being done in cast and wrought iron. We quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2¼c; machinery cast iron, No. 1, $14.50; No. 1, wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, Dec. 16.—The local metal markets has entered on the quiet season, consequent on general stock taking. There is little demand and what orders are received are almost invariably of the sorting up kind. Local houses report a few enquiries but they are, without exception, from firms which do not take stock until the middle of January or later.

The activity noted last week was what might be termed the final rally before the market settled down into the dull condition which must ultimately prevail at this time of year. It will take several weeks at least for normal conditions to be reached again. In the meantime prices are firm and it is expected that present quotations will continue until the turn toward greater activity is reached.

Pig Iron.—The situation is unchanged. The local price scale is: Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee, No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—The tin situation is rather peculiar locally. The high price has caused trading to fall off. Buyers have contented themselves with small orders and stocks locally are almost at the vanishing point. The supply is scarce at the present time. The price is remaining firm, 42 cents being quoted for small lots. Concessions for ton lots and over are not given by some but it is possible to obtain large bulk at 39 cents.

Plates and Sheets.—There is rather a better demand for heavy sheets and plates but, with prevailing weather conditions, no outside work is being done and there is consequently no call for galvanized sheets. The tone all around is good and prices have remained firm. An advance in dull Canada plates to $3.00 was noted last week and there is a tendency now to shove the price above that mark. Some houses report that their supply of dull plates has been absolutely exhausted.

Copper.—The primary market remains firm. The effect of the decrease announced in American production has been received well abroad and has stimulated further purchases on all markets. Further decreases in production can be looked for during the next two or three months on account of weather conditions and voluntary restriction. Locally copper shows no change but the fullest confidence is evidenced on all sides.

Lead.—Quietness is the ruling characteristic of the lead market. The demand is light with prices standing at $3.85 for domestic and $3.90 for imported in small bulk. A 10 per cent. discount is allowed for ton lots and over.

Spelter.—No response has been shown locally to the changes made on the primary markets through manipulation on the part of the large sellers. There are other reasons for the advances noted in the United States, which lead to the opinion that the holders are warranted in seeking higher values. The shortage of the metal in Europe is a prime reason and now the prospect of a similar condition has arisen on the other side. This, combined with the increased consumption, is deemed sufficient to warrant the belief that higher prices still are not far off.

HARDWARE MARKETS

MONTREAL.

Dec. 16.—Trade has naturally quieted down, although in a few individual lines such as skates and hockey sticks there is an active call. Dealers within easy shipping reach are still sending in rush sorting-up orders in Christmas lines, but others not so well situated have finished with their ordering this side of Christmas. Purely local trade will be continued longer as the French Canadians pay more attention to New Year's day than to Christmas.

Builders' hardware is still prominent considering the time of the year, and lumbermen's supplies are showing seasonable activity. Heavy hardware has dropped off. Trade on the whole is of a general sorting up description but there is an absence of real swing, as is only to be expected.

Booking is about the same, with orders for early shipment in screen doors, hinges, poultry netting and green wire cloth prominent. Prices are of a firm tendency with no important changes. Travelers are already returning to headquarters and the next few days should see them all in.

Winter Lines.—The demand is of an easy character, but general household lines such as irons, carpet sweepers, wringers, meatchoppers and bread mixers are probably the most active. There is still an absence of snow, and snow shovels and ice picks are moving slowly in consequence. Sorting up is noticed in weather strip, sleigh bells, and sleigh heaters. General enamelware is again on the quiet side.

Christmas Goods.—Except in the case of those who are within easy reach of the supply houses, little is being shipped in the way of Christmas goods. Locally the demand will continue as Quebec Province is more given to making New Year's day the occasion for presents, so merchants have this much longer time for display. Rush orders are noticed in cutlery.

Sporting Goods.—There is an active call for skates and hockey sticks. The continued absence of any heavy snowfalls is keeping back the sale of toboggans and snow shoes. Bob sleighs have received stimulation and seem to be getting more popular. Gymnastic supplies are steady.

Lumbermen's Supplies.—These lines are probably among the most active of all goods going out. Steady buying is noticed from the various lumbering districts, especially in boot calks, crosscut saws and axes.

Builders' Hardware.—There is an active local movement, as building is still being continued most strenuously. The market is firm, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—The demand is on the easy side, with a good undertone. Stocks are reported light in dealers' hands. We quote: Discount on carriage bolts, ⅝ and smaller, 70; machine bolts, ⅝ and less 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Wire.—Immediate shipping is quiet but booking is improving as the turn of the year approaches. We quote: Barbed wire, $2.25; plain twist, $2.55; galvanized wire, $2.20; base coiled fencing (9), $2.25; (12), $2.40; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Toronto, Dec. 16.—The Christmas trade is at height. Local jobbing houses have been working day and night for the past week handling the orders and there is no likelihood of a let-up until well into next week.

The orders now pouring in are not entirely of the sorting-up variety as one might suppose. A surprising number of hardwaremen are only now laying in their stocks of sleighs, skates, hockey goods and similar lines. Others are coming back for large supplementary supplies, due in many cases to the business done with the public being larger than had been expected. A trip through the shipping rooms of a local jobbing house this morning revealed the fact that some lines, such as skates, hockey supplies, toboggans, cutlery even and seasonable lines such as sleigh bells, mitts, etc., are moving in large bulk. Sleighs are being shipped out in large lots, the results of the recent downfall of snow.

Altogether the market points to a most thriving and prosperous condition of trade throughout the country and satisfaction is expressed on all points.

Seasonable Goods.—The belated arrival of snow has resulted in the demand for winter goods taking even a livelier turn. Sleighs are selling briskly and such goods as blankets, sleigh bells, whips, toboggans, snowshoes, moccasins, lined gloves and mitts, and snow-shovels are moving now more rapidly perhaps than at any other time during the present season.

Household Goods.—Despite the fact that the Christmas trade now monopolizes the attention of the public and the merchant alike, there has been no falling off in the every day class of goods. There is still a fair demand for household goods. Pots, pans, kettles, steamers, spoons, enamelware and tinware of all descriptions are sold in large quantity. Brooms, mop handles, carpet sweepers, shovels and useful articles of the same variety are moving.

Builders' Hardware.—The trade in this one branch has slackened somewhat but there is still a certain demand.

Heating Goods.—"Our trade now is better than at the same time last year," said the local agent of a large stove manufacturing firm. "It is not to be expected that the stove trade would be very brisk around the holiday, but at the present time the demand is about all we care to handle." Manufacturers are still a little bit behind with their orders in some lines but on the whole conditions are now much easier.

Sporting Goods.—The most marked feature of the hardware market is the demand for skates and hockey goods. All lines are being shipped out as fast as they can be crated and even at that it is hardly possible to satisfy the insistent demands of the dealers. With winter conditions upon them before they are prepared to meet the seasonable trade, hardwaremen in all sections are now trying to catch up without further loss of time. Gymnasium lines have sold well and there has been a pretty fair all around demand for sporting goods as Christmas features.

Heavy Hardware.—The trade in heavy hardware is normal. Carriage bolt discounts are quoted at: ⅝ and smaller, 70; machine bolts, ⅝ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—The tendency on the part of the dealers to stock high-grade goods for the holiday trade is one of the most satisfactory features. Where a limited number dealt in cut glass a few years ago, the number is now comparatively large and is continually on the increase. It is the same with brass goods while high-grade cutlery has sold this year as never before. Metal clocks, kettles, teapots, chafing dishes and similar articles are so widely in demand that it is becoming the rule to deal in them rather than the exception. Metal toys and banks, and similar small ware have had an extensive vogue.

U. S. IRON TRADE.

Cleveland, Dec. 15.—The Iron Trade Review says:—The principal feature of the iron and steel trade this week is the series of meetings being held by representatives of the various branches of this industry which have been called by the chairmen of the different committees of the American Iron and Steel Institute. Other meetings will be held later by representatives of other branches, but details have not been made public. These meetings are being held to discuss trade conditions in general and follow closely upon the general meeting of iron and steel manufacturers held in New York several days ago.

General market conditions show little change from a week ago and the opinion is now general that there will be little, if any, improvement until the first of the year. It is now believed that a decision by the inter-state commerce commission regarding the proposed advance in freight rates will be postponed for several weeks, probably until April, and for this reason it is likely that there will be comparatively little buying on the part of the transportation companies for some time. Low prices have been made on semi-finished steel. Actual bookings of wire, nails, pipe and bar iron have been light. The pig market has been extremely quiet and few coke sales are reported.

HARDWARE TRADE GOSSIP

Ontario.

E. Fielding commission agent, Toronto, has been on the sick list for the past fortnight.

Weichel & Son, Waterloo, have improved the interior of their store by adding two silent salesmen.

The assets of the Allen-Schofield Co., hardware manufacturers, Montreal, have been advertised for sale by tender.

W. Vallance, of Wood-Vallance, Hamilton, is on a tour of the West. He paid a visit recntly to his nephew, James Vallance, of the Vernon Hardware Co., Vernon, B. C.

S. A. McCartney, Orangeville, reports stove business to have been exceptionally good this year. Up to the present time he has disposed of 57 ranges and expects to reach the 75 mark before the end of the year.

The Imperial Construction Co. which has the contract for the erection of the new enamelware factory at Port Arthur, has lost no time. A building has been put up for the storage of tools, and the work of excavation has been commenced.

A. E. Berryman, manager of Metals, Limited, Calgary, Edmonton and Lethbridge, is spending a week conferring with the Gurney Foundry officials and other trade connections in Toronto and Montreal.

J. N McGregor, Oakville, is building a 34 foot extension to his tinshop. It will be constructed of cement. During the winter Mr. McGregor will make improvements to his store. The store-room at the rear will be thrown into the main store, silent salesmen installed.

W. A. Rankin, hardware dealer, Bank street, Ottawa, is given a lengthy notice in the Ottawa Free Press, the size and assorted nature of his stock being commented on. Among the goods mentioned were skates, knives, sleighs, electric irons, sweepers, carving sets, scissors, cutlery, razors, and sporting goods of all kinds.

The Diamond Flint Glass Co., Hamilton, will dismantle their present plant on James street north, and operate exclusively on a new site which they have secured. The capacity of the present plant will be trebled. Three new buildings will be erected. The purchase of the site for this new factory has caused property values in the east end of Hamilton to increase considerably.

The Bond Hardware Co., Guelph, are carrying on Christmas business under difficulties. They are enlarging their store by taking in the stand next to it. An entirely new front is being put in, and the intention is to make the whole space into one store. The front has been completed by very expeditious work, but only the original store is open to the public so far.

T. Aikenhead, donor of the Aikenhead Trophy to the Mercantile Hockey League, gave a banquet in the King Edward Hotel grille room Tuesday night to the Aikenhead Ironsides, winners of the cup. About 16 were present, the proceedings being quite informal. The members of the team who represented the Aikenhead Hardware Co. in the league were: R. Tew, Geo. Simpson, M. McKenzie, H. Lorrimer, R. W. Taylor, J. Harman and Victor Smith.

Quebec.

Lewis Bros., Montreal, will hold their annual convention of travelers on Dec. 28, 29 and 30.

G. Caverhill, of Caverhill, Learmont & Co., Montreal, has returned from a visit to the Old Country.

C. E. Wood, Standard Arms Co., Wilmington, Del., has been calling on the hardware trade in Montreal.

S. Brewer, of Thomas Robertson Co., Montreal, has been laid up with a severe cold. His many friends in the trade will wish for a speedy recovery.

G. Parent, Pt. Claire; J. Lebeault, Longueuil; A. Lemieux, Henryville; J. B. Damour, Ste Philomene, and J. A. Paquin, St. Eustache, Que., have been on a visit to Montreal.

William Starke was re-elected president of the Metal and Hardware Association of the Montreal Board of Trade, and also chosen as the association's nominee for election to the council. H. J. Fuller was elected vice-president; J. H. Hanson, treasurer; H. W. Dorken, C. H. Godfrey, W. J. Hayes and T. Esmond Peck as directors.

Western Provinces.

The Lindsay Hardware Co., Vulcan, Alta., have incorporated.

E. Clump has started a plumbing and tinsmithing business at Ryley, Alta.

Bellefuille & Dery have started the manufacture of tube skates in Winnipeg.

Martin Bros., hardware dealers, Rossland, B. C., have sold out to W. K. Ealing.

O. C. Snider, hardware dealer, Leslie, Sask., has added implements to his business.

D. J. Ross, hardware dealer, Saskatoon, is negotiating for the sale of his business.

A. R. Hart, representing Lewis Bros., Montreal, in Calgary, is on a visit to headquarters.

J. L. Dods, hardware and implements, Halbrite, Sask., has been succeeded by R. J. Fenwick.

The Ross Lumber Co., lumber and hardware dealers, are opening a branch at Salvador, Sask.

J. A. Lindsay's building for his new hardware store at Vulcan, Alta., is practically completed and business has been begun.

J. Wood has resigned his position with the W. J. MacKay hardware store, Medole, Sask., and with Mrs. Wood has removed to Alameda.

Among recent sales of real estate, the Manitoba Free Press mentions the transfer of property to two hardware dealers, T. Rasmussen, Quill Lake, Sask., and W. Collinge, North Battleford, Sask.

J. A. McKenzie, Fairview, B. C., has sold his hardware store to Grant Gunn. The new proprietor is a practical hardware man, having been in the business in Vancouver for some years. He is now with W. R. Owen, and will take over his new store on January 1. Mr. McKenzie has accepted a position with the Canadian Rubber Co.

An overheated stove in the hardware store of A. R. McPherson, Dauphin, Man., started a fire on the night of Saturday, Dec. 10, which resulted in the destruction of three business blocks. The damage is placed at $25,000 with insurance covering about 80 per cent. Mr. McPherson was away, having left town for a hunting camp the day before. The stock in his store was entirely destroyed. The loss on the stock is estimated at $5,500 with insurance of $4,500.

British Columbia.

Cunninghams, Limited, have succeeded Cunningham-Sanderson, Limited, Vancouver, and have just removed into a fine new block at 1012-1016 Granville street, where they have installed beautiful new fittings, which with largely increased stock gives them one of the finest retail hardware stores in Western Canada. "Vancouver, at the present time," writes Mr. Sanderson, "is the most virile city in America, which is the same as saying in the world, and we take considerable pride in the position we occupy, as having the finest retail hardware store, on the best retail street in the best city on earth. The above may sound optimistic, but that's the way we feel."

Maritime Provinces.

The Gold Coin Paint Co., Dorchester, N. B., have elected officers as follows: Hiram W. Palmer, president, W. Frank Tait, vice-president; A. C. Morton, secretary-treasurer; C. Lionel Harrington, W. E. H. Perrin, John W. P. Ritchie, Dr. E. Kennedy, directors.

NEW VACUUM CLEANER.

Ottawa,—One of Ottawa's new industries will be the manufacture of vacuum cleaners. A company known as the Ottawa Vacuum Cleaner Mfg. Co., has been formed with a capital of $150,000, for the purpose of manufacturing these cleaners in different forms such as, the Electric portable, all sizes of hand power machines, and those for permanent installations in various sizes. Mr. S. Gillespie, the superintendent states that the new machine will be a double pump mechanism.

Use plenty of signs and have them placed conspicuously in the departments.

Try to induce early in the morning shopping and make special attractions. The idea of crowding the store too early in the morning is not advisable, but make such offerings that the trade will come to a department that can be prepared the night before.

Organize some system for keeping a close record of goods out of stock.

News and Methods of Canadian Hardwaremen

Striking Method of Advertising Bringing Results at St. John —Practical Demonstration of Salesmanship at Ottawa—Carleton Place Firm banquets its Employes—Co-operative Delivery System at Goderich.

CO-OPERATIVE DELIVERY SYSTEM.

Goderich.—R. W. Wallace, Simcoe, who has established delivery systems at Simcoe, Ingersoll, Tillsonburg and Orillia, has added Goderich to his list. On November 28, many of the local merchants gave up their private delivery wagons and began distributing parcels through Mr. Wallace's service. The public were notified of the change through the local papers as well as by hand bills. Deliveries are made at 9 and 11 a.m., 3 and 5 p.m., and at 9 p.m. Saturday night. Four wagons are used, but on Saturdays some of the grocers also use their own rigs. Similar systems are also working satisfactorily at St. Mary's, Picton and Seaforth.

BANQUET TO EMPLOYES.

Carleton Place,—Taylor Bros., Limited, who conduct retail stores here, and at Almonte and Lanark, tendered their employes a banquet on Wednesday evening, Nov. 30, a company of 32 being made up of the employes and their wives, the seats of honor being taken by Frank and John Taylor, and Lett Simpson, manager of the Lanark store. Addresses were delivered by all of these and a program of music, songs and recitations also helped to make the evening enjoyable. Taylor Bros., in the past eleven years, have built up their business from one store and four employes to three stores and 35 employes.

SUGGESTIONS ADOPTED.

It is gratifying to note that suggestions made through the columns of Hardware and Metal are very frequently taken up by merchants. Cases of this kind come to light every day, evidencing the fact that subscribers not only watch the contents of this paper closely but are prone to act on the ideas presented.

Suggestions for window displays and descriptions of windows dressed by hardware merchants, are among the most frequently copied. Many instances might be cited where plans for effective displays, described in Hardware and Metal, have been taken up and used by window dressers. Generally, the main idea alone is taken, the details being arranged and modified to suit the requirements of the window and the taste of the designer. Last Christmas R. Blain, Jr., Brampton, arranged a very effective display, in the nature of a rural scene. The window was raised at the rear, with a steep slope down to the front, the slope being covered with moss. At the top was a rural fence, with a background of evergreen, arranged to represent trees. On the fence was an owl and at the front of the window, running along the base of the slope, a tin trough of ragged shape was placed. This trough was filled with water, which was allowed to freeze. The window proved an excellent representation of a winter scene. The sides and background were used to display guns and ammunition. An illustration of a window along the same line had appeared in Hardware and Metal some time before and Mr. Blain received his inspiration from that source, adding several new features of his own. So striking did the display prove that he intends to repeat it again this year.

On November 26 of the present year, Hardware and Metal suggested a skate and hockey window, in the form of an open air rink, with tin plate to represent ice, asbestos cement for snow, a small waiting room at the side, hockey nets, etc. The idea has been taken up by Geo. Pearsall & Son, Yonge St., Toronto, with many new ideas of their own added. Owing to the back of the window being open, it has been found necessary to reduce the size of the display. The ice space occupies only a portion of the window, the effect of real ice being very happily produced by a plate of heavy glass, streaked with white. At each end, a small post, with an electric light attached, is placed and the waiting room at the side also contains a light. When the lights are turned on, the effect is good.

WANT RAILWAY CONNECTION.

Kingston. — Albert Freeman, New York; William J. Morton, New York; and J. B. Hannah, of Cleveland, have been in this city this week as directors or the Exploration Syndicate of Ontario, which is developing the Wilbur Iron Mines, with J. G. McNulty, the manager of the mine. Over 20,000 tons of iron ore are now in the dump, awaiting shipment. The ore cannot be got out until railway connection is made to the mines. The directors have about decided to build a railway spur to Newboro, and ship the ore to Kingston, by way of the Rideau canal. Negotiations are now in progress with the Kingston & Pembroke railway company. The directors are well pleased with the ore.

STRIKING ADVERTISEMENTS.

St. John, N. B.—A series of striking full-page advertisements are being run in one of the daily papers here by T. McAvity & Sons. These advertisements appear each Saturday in the daily, and also in the semi-weekly edition. They are headed always in large type, "McAvity's Messenger," and the space is utilized for specializing on one class of goods at a time. In the issue of December 3, they direct attention to their line of lavatory and bathroom fixtures, showing 39 illustrations of different articles with a description of each and the price beneath it. The firm have found this method of attracting attention to their goods a pronounced success.

IS CONSIDERING ALTERATIONS.

Fergus, Ont. — Conditions have been brisk in this section during the fall season and the stove trade is reported to have been more satisfactory than for some years. The demand was particularly for heaters, although the trade in ranges was pretty well up to the average.

A. E. Nicholls is considering the advisability of putting in a front entrance for the offices above his hardware store. The change would necessitate some alterations in his present retail quarters.

A PRACTICAL DEMONSTRATION.

Ottawa.—When a customer enters a store with a purchase in view, does it necessarily follow that such a purchase will be made? Will not a great deal depend upon the intelligence of the salesman—his knowledge of the uses of the article desired? As an example of the necessity of such knowledge, a case arose in a local hardware store here the other day. The proprietor asked one of his clerks if he had sold any of a special make of safety razors which he was carrying. The clerk's reply was to the effect that he had shown the razor mentioned, but no one had evidenced any particular inclination to buy it. The proprietor questioned him as to the method of using it—with what result? The clerk absolutely did not know anything about the razor at all, so that if a prospective buyer had asked how it was used this salesman would have been unable to impart the requisite information. Here was but one article taken at random from the stock. How about other portions of the stock? His employer impressed upon him the importance of having a complete knowledge of the goods he was selling—took the razor and explained the method of its use. The clerk admitted his evident lack of salesmanship, and apparently the lesson had its beneficial effect.

How many proprietors take this plan of illustrating deficiencies on the part of their sales forces? This plan pursued occasionaly would undoubtedly prove to the profit of the employer, as well as equip the clerk with the armament of good salesmanship. At this season of the year more than any other, thorough acquaintance with one's goods is very essential.

Let the clerks read their particular trade papers; let them studiously examine the various new imports, and thus acquire a thorough knowledge of each article—thereby improve and enhance their value as business promoters.

Hardware Letter Box

PLATFORM SCALES.

R. C. Puddicombe, Ayr, wants information as to the names of manufacturers of 2,000 pound scales. Also what is the address of the National Manufacturing Company?

The Aylmer Pump & Scale Company, Aylmer, Ont., and Burrow, Stewart & Milne, Hamilton, and the National Manufacturing Company, Ottawa, are manufacturers of these goods.—Editor.

STOVE REPAIRS.

McKillop & Ferguson, West Lorne: Can you tell us where we can procure repairs for "Silver King" ranges?

Guelph Stove Co., Guelph, and Jones Bros., Bracondale.—Editor.

PUTTY PASTE.

Kent, Garvin & Co., Hamilton: Who are the manufacturers of putty paste?

R. J. Waddell & Co., 52 Beekman street, New York, and handled in Canada by McIntosh Granite Co., Toronto.—Editor.

ELECTROS FOR ADS.

The Whitten Company, Bracebridge: Kindly give us the names of one or more firms that could supply advertising electros.

Electros for advertising purposes similar to those used in the advertisements of the Russell Hardware Co., Toronto, Stanley Mills & Co., Hamilton, and other concerns using same size of etchings, can be obtained from the David Williams C. 14-16 Park Place, New York, National Hardware Bulletin, Argos, Ind., or the House Furnishing Review, Broadway and Murray streets, New York.—Editor.

WASHING MACHINES.

An Alberta Subscriber: Who is the manufacturer of the "One Minute" washer.

White, Ehrhardt Co., 121 Logan avenue, Toronto.—Editor.

STEEL CASED CARPET SWEEPER.

S. R. Peart, Rockwood: Can you tell me who makes steel cased carpet sweepers?

Streator Metal Stamping Company, Streator, Ill.—Editor.

A KITCHEN CORNER WINDOW.

Chatham, Ont.—A kitchen corner window display was put on some time ago by Westman Bros., in one of their small corner show windows. The display showed a chimney corner, with a kitchen range in the foreground, the pipe being connected with a chimney. The two corner walls as shown were hung with cheap paper, giving a very realistic representation of an ordinary kitchen papering. Cooking utensils were hung from nails, and the kettle was shown on the range shelf. The window, though small, barely having room for the ordinary range, gave a very homelike representation of a kitchen, and attracted much attention.

The Baling Tie Buckle Co., has been incorporated to manufacture baling tie buckle and all kinds of machinery, implements and tools, head office to be in Hamilton, capital stock, $20,000.

Metal-Workers' Specialties, Ltd., has been incorporated, with a capital stock of $40,000; incorporators, H. B. Nicol, W. Cowan, J. C. Cole, W. Walsh and W. J. Bellingham, all of Toronto; head office to be in Toronto.

WORK PROPOSED FOR BOARDS OF TRADE

If each merchant felt positive in his own mind that there was no business whatever going over his head to mail order houses, a great weight would be removed. True there are many who do not give the catalogue houses in the big centres very many thoughts. They have been able to offer their customers goods of such a value as to persuade them that nowhere else could they secure the same or better for the money.

But in almost every town, village and country community there are heard complaints about money going direct to mail order houses—houses which never pay a cent of taxes in these places—and the merchant is not only losing but the community is becoming weaker.

There are two classes of people affected in most districts. There are the farmers and the townspeople. The question arises how can each class be convinced that it is to its own monetary interests to deal at home? The argument has been put forth that to confer on the question with the farmer he must be met at his institute or club. The labor men similarly could be reached through their unions but what about the remainder of the townspeople?

A prominent agriculturist—one who holds an important position with a provincial government—says that the people in the villages and towns send much more money to the mail order houses than do the farmers.

To stop this drain on the resources of a community which benefits only the big cities, he suggests that the boards of trade take up the matter. By holding public meetings and announcing a subject such as "Why the General Public Should Support Their Home Towns;" "Advantages in Spending Your Money at Home to Yourself and to Your Community," or "How to Make Your Home Town Prosper," the citizens could be taught to buy solely from their local merchants.

Speakers from neighboring towns could be secured to give facts and figures illustrating how money can actually be saved. Statistics could be presented showing localities where mail order house competition had reduced the population, the standing of the community and the value of the property; it could be demonstrated how villages and towns are dwarfed from the present system of sending money out of a community to enrich another a hundred or two hundred miles away.

But the question would have to be treated on a sound business basis. Complaining simply about mail order houses selling lower than local merchants would be of no avail. Figures must be quoted pointing out where catalogue prices are above those of the home merchants, the quality being equal or superior. The on-the-spot service which the catalogue house cannot give could be pointed out. The drifting away of young people and the depreciation of property values are other items to be considered.

By such methods people could be taught that they have been mislead by a few paltry bargains, often on inferior goods handed out as baits; that these bargains are seldom included in catalogues; that one must be in the city in which the house quoting the alleged bargains is situated in order to get them; that they can buy better goods at home at the same or lower prices; that the value of their property is being depreciated by sending out their money; that it is not honest for them to pay the mail order house cash for goods every time and allow their own dealer who takes a personal interest in serving them to wait long periods of time; that these catalogue houses pay no taxes in support of their municipalities; that the great burden of taxes rests on the local merchants and that the local merchants are the nucleus of the community.

When these facts have been driven home by a board of trade anxious to built up the town by not only getting new industries but by circulating more money in it, then a greater prosperity ought surely to follow their efforts.

Their meetings, of course, would be given wide circulation through the daily press but care must be taken that there should be no spirit of "knocking" shown. The matter must be presented in a fair, business-like method—on a dollars and cents basis—so that everyone will be convinced of the sincerity of the agitators in advising people to deal at home.

Stephens

Wagon Paints

are just the thing for wagons, sleighs and all sorts of agricultural implements.

First-class paints, but easy to handle.

Cheapest paint in the long run, because it wears.

You will never have dissatisfied customers if you stick to Stephens' Paints.

We are ready to ship anything you order without delay.

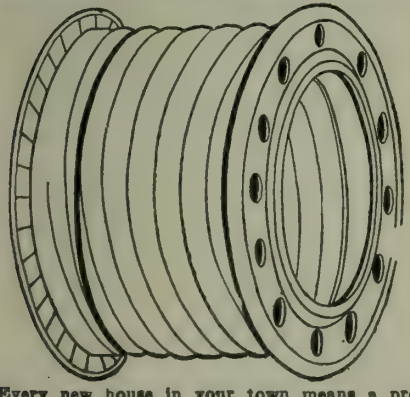
Get a few cans, and see how good they really are.

G. F. Stephens & Co., Limited

Paint Makers

WINNIPEG - and - CALGARY

O.K. THIMBLES



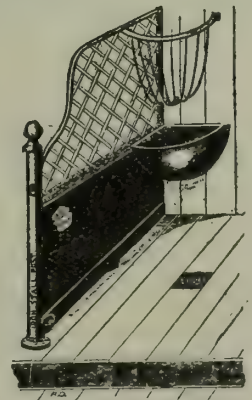
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Queen City Water White Oil

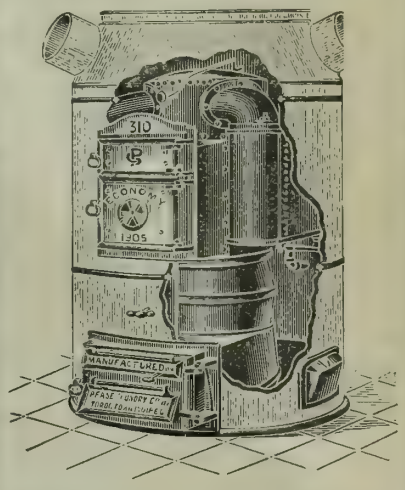
GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 15.—Wholesalers and jobbers have been well satisfied with the timely ordering on the part of the retail merchants. This week the ordering for seasonable goods practically came to an end. There have been no bulk orders received for several days except for new stock, and just now there are few hardware stores opening. The trade is very light, and only repeat orders for holiday and sporting goods are being received. Wholesale houses are beginning to take stock to keep their employes engaged, and it is believed that by the first of the year stock-taking in local houses will be complete.

Travelers are all in from the road, and they report the retail hardware trade in splendid condition. The fact that merchants were a little afraid of the crop returns in their particular district, forced them to buy lightly, and the result is that a few of them are dangerously overstocked. Although collections are only fair at the present time, it is believed that after the large output in the month of December that collections will be fair after the first of the year.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-ihch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.25.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc—Casks, $7.75; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 5[illegible] 2½ p.c.; No. 1 scoop[illegible] p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Wire Nails—$2.90 Winnipeg and $2.45 Fort William.

Wringers—Royal Canadian, $41; new easy, $45.25.

Paints and Oils.

Only sorting orders are coming in for immediate shipment, but this covers a wide range of supplies, and in some cases the quantity is large. Travellers are sending in some good orders for shipment early in the year, covering full line of paints, oils and supplies. There is an excellent year in view for mixed paints, and although the price is high, there will be no abatement in the ordering. At the present time, putty and glass are going out remarkably well, as is also varnish for interior work.

Linseed Oil.—There is no change in the linseed oil market, and the prices continue firm at $1.15 for raw, and $1.18 for boiled. Local jobbers expect that after the first of the year when the demand begins to grow, that prices will be forced higher. The condition of the seed market would also warrant this conclusion.

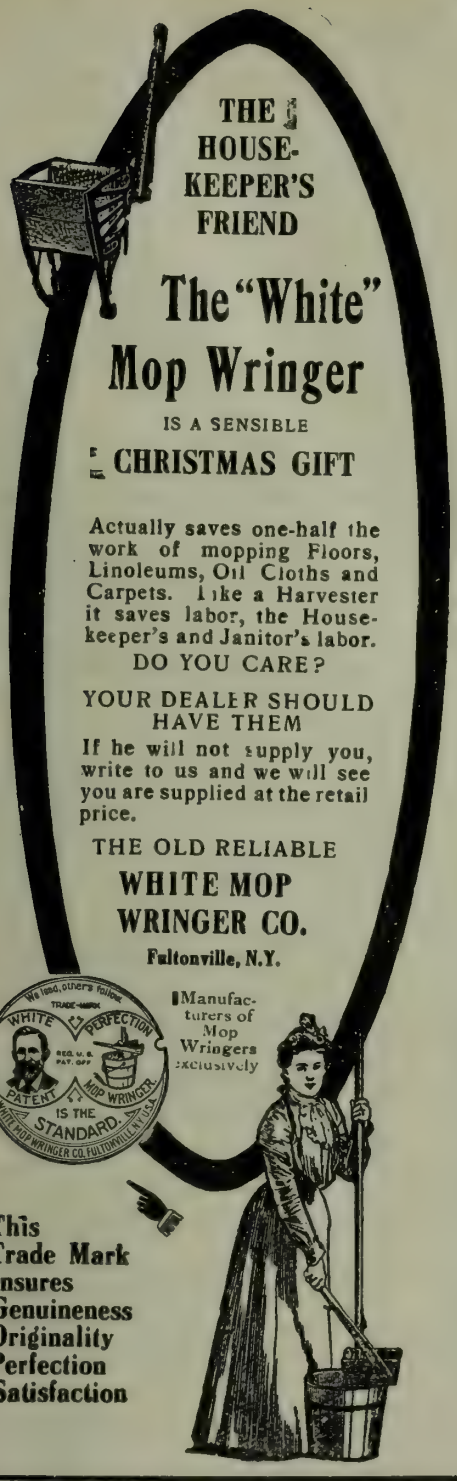
Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

WESTERN OPPORTUNITIES.

According to "Western Progress," there are openings in western towns as follows:

Bredenburg, Sask., hardware store.
Beverley, Sask., hardware store.
Colonsay, Sask., hardware store.
Cadogan, Sask., hardware store.
Ebor, Man., hardware store.
Erskine, Alta., hardware store.
Kennedy, Sask., tinsmith.
Yorkton, Sask., foundry.

Illustrate your advertisements, but don't over exaggerate. The trade may as well stop off at your store as well as further down the street and you don't want to bring them in under false pretenses.



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

IS A SENSIBLE

CHRISTMAS GIFT

Actually saves one-half the work of mopping Floors, Linoleums, Oil Cloths and Carpets. Like a Harvester it saves labor, the Housekeeper's and Janitor's labor.

DO YOU CARE?

YOUR DEALER SHOULD HAVE THEM

If he will not supply you, write to us and we will see you are supplied at the retail price.

THE OLD RELIABLE

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

We lead, others follow — TRADE-MARK — WHITE PERFECTION — REG. U. S. PAT. OFF. — PATENT — MOP WRINGER — IS THE STANDARD — WHITE MOP WRINGER CO. FULTONVILLE, N.Y. U.S.A.

This Trade Mark Insures Genuineness Originality Perfection Satisfaction



TALKS ON PAINT SELLING

No. 5

When a dealer secures the Sherwin-Williams Agency, he also acquires the following business-building co-operation:

I. Advertising Literature designed and written by men specially trained in paint and varnish selling.

II. Store and Display Advertising in the form of window trims, cut-outs, hangers and posters which make the S-W Agency the bulls-eye of attention.

III. The big national advertising campaigns, including the magazines, farm papers, bulletin boards, etc.

IV. A special department devoted exclusively to promoting property owners and other consumers by mail for the agent.

V. Representatives willing and capabl of aiding you to secure specially desirable and difficult business and the good-will of many of your local painters.

VI. Warehouse facilities that insure prompt deliveries of all orders.

VII. The entire organization, including the Decorative Department, which stands back of every agent prepared to help solve all technical and other problems in the handling or sale of any S-W Product.

An inquiry now may link all these forces to your store.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William. Ontario.





MR. JAS. McDIARMID

Has Designed Our Curling Stones.

Mac's Special Red Hone Stones

Are perfectly shaped.

Made of the best Scottish Granite. They sell at sight.

Dealers' Discount Liberal

The Winnipeg Paint & Glass Co., Ltd.

EDMONTON - WINNIPEG

The Calgary Paint and Glass Company

How the Roofing Business May Be Increased.

In Order to Secure Business the Roofer Must Cultivate the Trade—The Present an Opportune Time to Study the Conditions and Lay plans for Next Season.

An increase in the amount of business done and a corresponding increase in profit may be realized by any roofer by the simple use of intelligent enterprise. As a test to see if he is doing all that he can he might consider that he is being asked the following questions:

Are you making it a point wherever a new building is to be erected to see the owner and explain to him the advantages in having good work done and with good roofing material? Have you pointed out to an owner, where complaints have come up, that the reasons are poor workmanship and poor material? Have you explained that a good base plate with a heavy coating is qualified to render a service that will be satisfactory both as to its duration and its weather-proofing? Have you explained the advance that has been made in the character of roofing plates which have come about within the past half dozen years? Have you made the investigation of this matter, so that you are in possession of the facts and can enthusiastically present them to the man who is to be a customer?

Have you explained to the architect, the carpenter and the owner, that even where a flat seam roof is to be laid, that some pitch to it is of decided advantage, and the additional cost for material so slight as to be negligible? Just because a tin roof can be soldered so tight that it will not leak is no reason why it should be made so near flat that pools of water will lay on it after a rain storm to evaporate or lay a day or two, so that if there is any possibility of the moisture getting down to the tin plate it will bring the strain and wear upon the material instead of rolling off to the gutters? Have you explained that paint will afford a better protection to the roof material if there is a sufficient pitch for the water to pass rapidly over to the gutter, so that as soon as the storm is over there will be no water lying on the paint to cause it to rot, or to find any crack in the paint that may be due to imperfect application?

There is an advantage in bringing to the attention of the owner, as well as to the architect and builder, the detail of the construction of the tin roof of both the flat seam and the standing seam type. The roofer may know all about this himself, but his patrons are not aware of the difference in workmanship between what is a first-class job and one that looks exactly the same, but open to all manner of criticisms from the roofing expert. There is an impression made for good and for his own advantage where the roofer gives a careful explanation in detail where the opportunity is offered.

Where the opportunity is not offered, he should seek the opportunity to impress upon his customers that only the best materials and workmanship will be economical to them and satisfactory in its service. Too little attention is paid to bringing the merits of the various important details in roof lines to the attention of those who should know it. In consequence they look only on the price that is quoted to them and they cannot see that there is a vast difference between a good roof and a poor roof, although the general appearance may be the same. The buyer is likely to assume that one man's guarantee is as good as another's, and possibly there may be some truth in this, but one man's intelligence is likely to be different from that of an other, and the man who has the most information about his business and who lays it before prospective customers, is very likely to be remembered favorably by them.

Too little attention is paid to salesmanship by this class of tradesmen. They are likely to assume that the building has to be built and has to have a roof on it, and that they have to bid for it in competition with others, and that there is little opportunity to influence the owner or the builder in favor of the better class of work which they are seeking the opportunity to do.

There is an advantage in knowing the age of evey metal roof in the community, so that when anything is said about tin roofing it can be pointed out that some have been in service 10, 15, 25 or more years, as the case may be.

If there is any case where a tin roof is unsatisfactory and has to be replaced, it is well worth the time of the roofer to investigate the cause of the trouble to see if it was a cheap plate, if it was thinly coated, if it was improperly laid, if the sheathing boards were not dry, if the pitch was not sufficient or which one of the many reasons why the work should never have been done as it was. It affords the opportunity to make the positive statement that the roof could have been guaranteed if the conditions had been as they should. It affords the opportunity for a roofer to say "I will not put the roof on the building under the conditionus which you name, because it would hurt my reputation, and hurts the reputation of tin roofs after I am out of business." When a man is building up his reputation by good work he is building up something that is not only of value to himself, but to every person in the community who some time my be called upon to make a selection of the mechanic to do something for him.

LEAVES NAME OFF CALENDAR.

Hartford, Ont.—B. W. Thomas, general merchant, here, has decided on a change in the manner of sending out calendars this Christmas.

"It is the usual method to have the firm's name printed directly on the picture," he says. "This year we have an extra nice calendar, and instead of defacing the picture with printing, we paste a 'Season's Greeting' card over the pad, so that after reading, it can be torn off. Another card 'Compliments of B. W. Thomas, etc.,' is pasted on the under side of the pad, and so the name is left on the calendar all the year."

The card on the outside of the pad reads as follows:

SEASON'S GREETINGS.

We take this opportunity of expressing our thanks to you for your thoughtfulness during the past, in helping us in our business. We appreciate what you have done, very sincerely.

And now we ask for the coming year of 1911, a continuation of your favor, and we will endeavor to serve you to the best of our ability.

B. W. Thomas,
Hartford, Ontario.

There is no printing establishment in Hartford, and Mr. Thomas does his own printing and press work, and it is very neatly done, too.

NEW COMPANIES.

The Dominion Carlite Explosive Co., Wallaceburg, capital stock $100,000, to manufacture explosives, has been incorporated.

Adam Hope & Co., Hamilton, have been incorporated with a capital stock of $75,000, for the carrying on of a wholesale metal business.

The Gilbert Manufacturing Co., with capital stock of $250,000, head office Toronto, has been incorporated to manufacture copper, brass, nickel-plated, iron, aluminum and tin goods and hotel sundries.

The Graley Boat Co. has been incorporated to make boats, canoes, launches, gasoline engines, etc., capital stock to be $50,000 and the head office in Penetanguishene.

The Murray Brass Manufacturing Co., has been incorporated, to manufacture brass, copper and sheet metal work. capital stock to be $40,000. The head office will be in Windsor.

The Watson Fire Arm Sights, Ltd., has been incorporated, with a capital stock of $40,000, head office to be at Niagara Falls. Guns, sporting goods, firearms, ammunition and hardware specialties will be manufactured.

The Lightning Furnace Co., Montreal, capital stock, $90,000, has been incorporated, to manufacture furnaces, radiators, stoves, kitchen and laundry ware, refrigerators, filters all kinds of hardware, plumbers' and steamfitters' supplies, paints, oils and electrical apparatus. The manufacture of the "L'Eclair" hot water furnace has been taken over.

INGOT

ANTIMONY
COPPER
LEAD
ZINC
TIN

IN STOCK

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

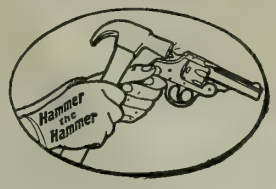
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal.



Judgment Needed in Installing Furnaces

The Dealer Needs Competent Men as Well as a Good Make of Furnace if He Desires to Give Satisfaction and Work Up a Business.

The successful installation of a furnace depends upon the proper exercise of judgment. The dealer in furnaces must, therefore, reckon on more than a good make of furnace to insure the building up of a good trade. He must have a competent staff of men to see to the work of installation, so that his customers will be satisfied with the results.

A good furnace may prove very inefficient if not advantageously located. If it so happens that a new furnace, through some fault of installation, does not heat the house as well as it should, the dealer who put it in is bound to be made the target for much irascible criticism. Nothing is more trying on the temper than a furnace which requires constant attention, or which burns up coal at an alarming rate of consumption. The householder, who finds that his furnace does not work as it should, will in every case make the subject one for discussion everywhere, and Brown & Co., who supplied it, will be severely criticized wherever that man goes.

Each contract presents features all its own. Judgment is required to decide on the proper size and location of the furnace, the registers and the conductor pipes in every instance. Many things have to be considered—the construction and exposure of the building, prevalent climatic conditions, the plan of the rooms to be heated, etc. An error of judgment may mean an unsatisfactory heating system, and, as a natural sequence, the perpetuation of a tangible reason why trade should not be given to Brown & Co. The memory of such mistakes rankles in the minds of customers as long as the furnace lasts, and may be the means of turning hundreds of dollars' worth of work from that particular firm.

By the employment of reasonably competent men, however, serious mistakes can be avoided. It is not a difficult matter for experienced workmen to determine the best way of installing a furnace—provided that proper attention is given. A prime consideration is, of course, to instal a heater sufficiently large to properly warm the house. Penny-wise landlords will sometimes place economy before comfort, and want to put in a furnace too small for the house intended. A wise dealer will protest firmly against any such course. It would sometimes pay to refuse orders of that description, as the furnace is certain to cause dissatisfaction, and it is on the dealer that the blame will recoil. In practically all cases, a size larger than is judged to be absolutely necessary, should be recommended. It will prove more economical, durable and satisfactory. A heater of not sufficient size is bound to be a heavy consumer. The householder must keep the rooms warm and will endeavor to create comfort by loading the furnace up and letting it rip. His coal consumption will exceed that of a larger furnace, and the life of the heater will be shortened.

Some Prime Considerations.

An American furnace manufacturing company issues a list of directions for setting and piping, including the following:

"The furnace should be placed as nearly central to the rooms to be heated as possible, favoring that direction from which the prevailing winds blow. In setting the castings, see that they are perfectly level on foundation, and that faces of the mouthpiece of both ash pit and feed section, dome, or that of radiator, as the case may be, are plumb, so that the door shield will properly fit against them. Mix dry cement with water to the thickness of mortar. Thoroughly cement all joints with this, excepting flanges on door shields; on these use asbestos cement. Spread this carefully around shield flanges and also in cup joint where shields join, then place shields in position and draw them up tightly and evenly with bolts. See that smoke pipe fits tightly over smoke pipe collar, and do not allow it to project into chimney flue. Before connecting smoke pipe with chimney, see that there is a good draft and that the flue is clear of obstructions, such as brick, mortar or soot. Carefully line with tin all woodwork in close proximity to smoke-pipe, leaving space for circulation of air around it.

Make Pipes Short.

"Locate registers in such parts of room as will make the air conducting pipe short, of nearly equal length, and distribute them around hood of furnace as evenly as possible.

"The warm air pipes in basement should be straight, and have all the elevation possible (not less than one inch to one foot). If necessary to make turns, avoid all sharp angles. The only power that conducts air through the pipes is that caused by the tendency of heated air to rise; avoid horizontal and crooked pipes. Protect all warm air pipes from cold air currents, because these will chill the pipes and stop the circulation of air within. Pipes exposed to cold currents, or where they pass through cold rooms in basement, should be made double, or wrapped with air cell asbestos paper. Provide all warm air pipes with dampers close to the furnace.

"Without particulars, no reliable rule can be given as to size of pipes required in conducting the warm air from the furnace to various rooms. The judgment of the mechanic doing the work must decide in this respect."

The Importance of the Chimney.

Remember that the successful working of the furnace depends largely on the chimney. The furnace smoke flue should be a separate one, with no other openings or connections, straight as possible, of same area from top to bottom, extending several feet above the highest point of roof, and provided with an ash pit door below the smoke pipe opening. We recommend that the furnace smoke flue be not less than 8x12 inches inside measurement. However, an 8x8 inch flue with a good draft may answer for heaters with 8-inch or smaller smoke pipe. No smoke flue should be less than 8 inches in depth. Long, narrow flues, such as 4x12 or 4x16 inches, are no good.

DECORATE THE STORE.

Talking to a hardware merchant, located in a district that would not appear to be at first glance one of the best fields for a strong Christmas trade, and yet who has worked up a present trade that brings him, relatively speaking, more profit than the usual lines of hardware, this necessity of giving the store a Christmas appearance was strongly commented on. "The first thing I do," he said "is to clear all my stoves and other heavy articles on the floor out of the way, and set up small tables in their place. I also clear out the basement and give it a bazaar appearance. Then I decorate the whole store, leaving no part untouched, so that a customer wandering around does not get away from the spirit of the time, and get chilled and his pockets likewise. Some merchants I have noticed just decorate their windows and the front of the store. But I decorate all over. The cost is very little more, and it all adds to the effect. I found when I first started catering to the holiday trade that the feeble atempts at decoration I made did not warm up the store at all, and that people buying the goods did not seem happy and pleased with things all the way round. They bought the goods as solemnly as if they were buying a saw, and were not certain of the quality shown them. I then perceived that my store was too "cold" for the time of the year, so since then I have put plenty of time and trouble over the decorations and I find that the money is well spent. I have music going, and I encourage people to come in whether they intend to buy or not. "Come and bring the children, listen to the music, and see the pretty things displayed." That is what I say to them, and I tell you they come in from all parts. Decorate the store thoroughly and your trade will be stimulated."

Educate your customers to use the telephone during the rush season because it will eliminate to an extent staple purchasing and lessen the duties of the "extras."

THE BANK OF MONTREAL

Proceedings of the 93rd Annual Meeting of Shareholders.

The 93rd annual general meeting of the Shareholders of the Bank of Montreal was held yesterday at noon at the Board Room, at the bank's headquarters.

There were present: Messrs. D. Morrice, H. V. Meredith, C. R. Hosmer, James Ross, Sir William Macdonald, Sir Thomas Shaughnessy, Sir Edward Clouston, R. B. Angus, E. B. Greenshields, Hon. Robert Mackay, A. Baumgarten, E. Rawlings, C. J. Fleet, K.C., R. S. David, A. Piddington, John Patterson, W. A. Murray, H. Joseph, J. T. Ross, James Alexander, W. B. Blackader, William Stanway, William H. Evans, William Agnew, John Taylor, W. R. Miller, C. Meredith, C. Simpson Garland, G. F. C. Smith, C. J. Doherty, M.P., James Kirby, K.C., James Skeoch, Henry Dobell, M. S. Foley, C. H. Cahan, K.C., P. R. Gault, P. F. McCaffrey, Dr. Gardner, John P. Knight.

On motion of Mr. D. Morrice, the President, Mr. R. B. Angus, was requested to take the chair.

It was then moved by Mr. C. J. Fleet, K.C., seconded by Mr. A. Piddington, that Messrs. G. F. C. Smith and William Stanway be appointed to act as Scrutineers, and that Mr. James Aird be Secretary of the meeting. This was carried unanimously.

THE ANNUAL REPORT

Sir Edward Clouston, Bart., the General Manager of the Bank, was then called upon to read the annual report of the Directors to the Shareholders at their 93rd Annual General Meeting, held 5th December, 1910:

The Directors have pleasure in presenting the Report showing the result of the Bank's business for the year ended 31st October, 1910.

Balance of Profit and Loss Account, 31st October, 1909		$ 603,796 30
Profits for the year ended 31st October, 1910, after deducting charges of management, and making full provision for all bad and doubtful debts		1,797,992 81
		$2,401,789 11
Dividend 2½ per cent. paid 1st March, 1910	$360,000 00	
Dividend 2½ per cent. paid 1st June, 1910	360,000 00	
Dividend 2½ per cent. paid 1st Sept., 1910	360,000 00	
Dividend 2½ per cent. paid 1st Dec., 1910	360,000 00	
		1,440,000 00
Balance of Profit and Loss carried forward		$ 961,789 11

Since the last Annual Meeting Branches have been opened at Barton-Victoria Street (Hamilton), Penticton, B.C., High River, Alta., Perth, N.B., and Prince Rupert, B.C.

The Branches at Andover, N.B., and Warsaw, Ont., have been closed.

With deep regret the Directors have to record the death of their esteemed President, the Hon. Sir George A. Drummond, K.C.M.G., C.V.O., who had been a member of the Board for upwards of twenty-eight years. During that period he served as Vice-President for nineteen years and President for five years.

Mr. R. B. Angus was elected to succeed him as President, and the vacancy on the Board has been filled by the election of Mr. H. V. Meredith.

All the Offices of the Bank, including the Head Office, have been inspected during the year.

Bank of Montreal,
5th December, 1910.

R. B. ANGUS, President.

THE ANNUAL STATEMENT

The annual statement of the position of the Bank at 31st October was read as follows:—

LIABILITIES.

Capital Stock		$ 14,400,000 00
Rest	$12,000,000 00	
Balance of Profits carried forward	961,789 11	
	$12,961,789 11	
Unclaimed Dividends	1,855 51	
Quarterly Dividend, payable 1st December, 1910	360,000 00	
		13,323,644 62
		$27,723,644 62
Notes of the Bank in circulation	$14,502,591 00	
Deposits not bearing interest	43,425,978 33	
Deposits bearing interest	154,117,878 17	
Balance due to other Banks in Canada	122,238 37	
		212,168,685 87
		$239,892,330 49

ASSETS.

Gold and Silver coin current	$10,202,147 00	
Government demand notes	11,596,613 50	
Deposit with Dominion Government required by Act of Parliament for security of general bank note circulation	600,000 00	
Due by agencies of this bank and other banks in Great Britain	$11,414,749 69	
Due by agencies of this bank and other banks in foreign countries	5,799,898 87	
Call and short loans in Great Britain and the United States	61,918,750 00	
	79,133,398 56	
Dominion and Provincial Government Securities	1,498,344 07	
Railway and other Bonds, Debentures and Stocks	18,884,975 07	
Notes and Cheques of other Banks	4,849,328 12	
		$126,764,806 32
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved- and other assets	$112,087,981 86	
Bank Premises at Montreal and Branches		600,000 00
Debts secured by mortgages or otherwise	231,424 79	
Overdue debts not specially secured (loss provided for)	208,117 52	
		112,527,524 17
		$239,892,330 49

Bank of Montreal,
Montreal, 31st October, 1910.

E. S. CLOUSTON, General Manager.

THE PRESIDENT'S ADDRESS.

The President, Mr. R. B. Angus, then moved the adoption of the report, seconded by the vice-president, Sir Edward Clouston.

In moving the adoption of the report the president said :—

"With your permission, gentlemen, I move the adoption of the report just read.

"On this occasion we recall the fact that at last annual meeting of the shareholders the president was unable to attend, because of illness, which, unfortunately, and to the great regret of his colleagues, resulted in his demise on the 2nd of February last. Sir George Drummond occupied a most distinguished position in the business community; and the shareholders of this bank may well entertain a grateful appreciation of his services as president and of his work in the Senate, where his intelligent and patriotic efforts were largely devoted to the protection and development of the banking interests of the Dominion.

"To fill the vacancy created by the death of Sir George it was deemed advisable that I should, for a time, occupy the chair; and consequently I was elected to the presidency on the 22nd of July—while the directorate was at the same time strengthened by calling the Assistant General Manager, Mr. H. V Meredith, to a seat at the Board. The expansion of business in recent years vindicates the expediency of this latter arrangement.

"The period under review has been marked by almost unbroken prosperity. The bounteous crops harvested during preceding years had raised the expectations of our farmers and excited the attention of intending immigrants, and although the bright prospects of the present season were somewhat dimmed by the excessive drought of June and July, causing partial failure of the wheat crop in some districts of the West, the actual result has proved more favorable than was then anticipated. The latest estimate of the harvest from the Western grain fields, by parties well qualified to judge, gives a yield of

95 million bushels of wheat
128 million bushels of oats
25 million bushels of barley and flax

which under the conditions existing may be regarded as fairly satisfactory.

"We are naturally most interested in the outcome of the young and rapidly-growing country, for to it belongs the future. Still it may be long before it overtakes the productiveness and wealth of the older provinces, which in their undeveloped resources, timber, minerals and arable lands, afford abundant opportunities for expansion and settlement.

"On the first intimation of injury to the growing crops in the West the confidence of the eastern merchants and manufacturers was somewhat shaken, but the curtailment of business activity which followed was only temporary in its character and soon gave way before more hopeful indications. Business quickly revived and has continued good throughout the year.

"One notable feature may be remarked, that the Western people, farmers and settlers and tradesmen, shewed little sign of depression under the circumstances. The unusually dry season might serve as a warning to more careful tillage of the soil, but could not disturb the prevailing hopefulness and contentment. The agricultural results in

the eastern provinces of the Dominion were upon the whole quite gratifying.

"Immigration from Europe and the United States of America was on an extensive scale, no less than 300,000 to 350,000 being the estimated number of arrivals during the season, enriching the country by valuable contributions in property and money and still more by additions to the agricultural population. Such an unprecedented influx of new settlers to a comparatively small community, many of them experienced farmers, could not fail to have a stimulating effect upon all the commercial interests of the country. The extraordinary expenditures on railway construction and other public works also largely contributed to this result. The rapid growth of all industrial enterprises no less than the great and profitable expansion of agricultural operations, together with the opportunity of acquiring unoccupied land, render Canada a popular field for the employment of European capital. Important transfers of money to this country are of daily occurrence and especially from England, where political and financial unrest has induced many people to seek new avenues for investment.

"Contributions through the Stock Exchanges and money markets of Europe to the financial enterprises of Canada have been extremely generous of late and it is eminently desirable that the confidence thus displayed should not be abused. Some offerings have been made, it is feared by over sanguine promoters whose statements it would be hard to justify, and in relation to schemes where the advantages to buyers are not quite apparent. It might be well to consider that, while money seeking investment is much more abundant in some countries than it is with us, there is seldom much lack of capital here for participation in enterprises that are unquestionably sound. Our friends abroad might reflect that a home market, especially in the case of industrial securities, will generally furnish some indication of values.

"In the earnings of the railways, the output of factories and the large volume of commercial transactions there is evidence on every hand of widespread and almost universal prosperity throughout the land. The statement of the Bank's affairs now submitted shows that this institution has participated to a considerable extent in these advantages: the net profits have been fair, about the same as last year, and would have been more ample had not the Bank met an unfortunate complication through the error of an agent and the failure of a foreign bank. The earlier rumors concerning this matter were much exaggerated and to the best of our knowledge the ultimate loss has been fully provided for

"I leave the General Manager to comment upon the annual exhibit and the more technical aspects of the situation but may here state that the accounts, cash and securities of the bank have been examined and verified by the inspecting officers and by committees of the Board. The organization of the bank is believed to be in excellent condition, and, as is customary in this institution, the reserves have been maintained at a very high standard of safety.

"In reference to a question that has exercised the minds of some of our friends, who marvel that the bank premises account remains at the comparatively modest figure of $600,000 while the known expenditures under that head have of late years been unusually large; the fact is, as stated, the explanation being that the directors have been indisposed to burden their assets with any large item that could not be promptly converted into cash; and they have consequently charged directly against revenue the entire expenditure connected with the building, extension and maintenance of the bank's premises; these amounts have been considerable, owing to the necessity of opening branch offices in new settlements and enlarging facilities at important centres where business has outgrown the existing accommodation.

"The directors are, however, of opinion that the call for extraordinary outlays of this nature has almost passed and that such charges will hereafter cease or greatly diminish.

"It is unnecessary that I should attempt to give a specific account of the various industries of the country, but in reference to the more important natural products it may be noted that the lumber business has been fairly good in the east, and unusually active on the Pacific Coast. Exports to the United Kingdom have not been as large as in former years, but have been offset by the greater home demand.

"The wood pulp mills have found a good market for their product, notwithstanding adverse duties in the United States.

"There has been a wholesale falling off in the exports of produce from this port during the past season of navigation, owing partly to decreased production, and also largely to increased home consumption.

"A marked decline in the exports of live stock, which was observable during the last few years, and was probably to be accounted for by the requirements of new and expanding settlements and the home consumption of a growing population, seems now to be checked. It was natural to suppose that in view of our unequalled facilities for cattle raising the condition would only be temporary, and it is gratifying to find a change for the better has set in—the shipments, especially from the West, having largely increased.

"A true index to the rapidly increasing trade of the country may be found in the combined imports and exports of the past fiscal year, which amounted to the big total of $693,211,221, as compared with $571,268,767, showing an increase of $121,945,454 over the previous year.

It is to be noted, however, that the excess of imports over exports is increasing; the government revenues are buoyant, but Canada's borrowings from Europe are very large, and will doubtless continue so, while expenditures for railway building, the improvement of navigation and for the legitimate needs of growing municipalities are maintained on the present extensive scale.

With regard to trade, the wholesale dry goods houses report that business during the past year has been exceedingly good, and payments have shown a fair average, while failures have been rare. The same remark applies to groceries, iron and hardware trade, leather, boots and shoes, and other branches.

"I am aware these are but running comments, and to give any adequate description of the season's results would call for a review from the Atlantic to the Pacific. With our partial shortage of crop in the Western Provinces, we have one reassuring view exemplified this season, namely, that with the newly developed territories, the field is now so extensive that what affects one part of the country adversely or otherwise, is unlikely to induce similar conditions elsewhere. Even the visitation of the drought was by no means uniform. The weather was so capricious that the injury from that source occurred in widely separated spots, and the result of the harvest, although less than anticipated, was yet immense, considering the small population which has to share its benefits.

"We are, therefore, safe in saying that the country as a whole has undoubtedly experienced a fair degree of prosperity throughout the year, and no doubt need be entertained as to its continued and rapid growth in wealth and population; if, however, we are to realize our best expectations, we must carefully avoid undue inflation. In some districts there has been excessive speculation in town and village properties, but the movement already shows signs of languishing, while farm and fruit lands maintain their value or steadily appreciate.

"Money has been very abundant throughout the year, and from a lender's point of view the rates of interest, except for a brief period, have been abnormally low, thus rendering it difficult to employ our surplus funds to advantage in London or New York, where short or call loans are readily available. But this department of the subject will be left to the General Manager, Sir Edward Clouston, who seconds the adoption of the report."

The conclusion of the President's address was greeted with applause by the meeting.

SIR EDWARD CLOUSTON.

In seconding the adoption of the report, Sir Edward Clouston said:—

"In my address last year I made the remark that I should be very much disappointed if we did not make a better showing of profits during the year we have just passed through, and, though I did not say it, I had in my mind that I might be able to suggest to the directors that it was time to do something for our shareholders in the way of a bonus. Unfortunately my anticipations were not realized. Our profits show $28,000.00 less than last year.

"The general statement, as you see by the copies you hold in your hands, is a strong one, and exhibits the steady progress the Bank is maving. For the first time in our history our circulation exceeds our capital, and we were obliged to make use of the emergency circulation authorized by the Government.

"Our deposits have increased $18,000,000, but this does not fairly show the actual increase in our regular deposits, as last year we had some large special deposits which were withdrawn during the year. Our readily realizable assets, that is our reserves, are about the same, though they show a slight decrease in percentage to our liabilities. The amount of money employed outside of Canada has been reduced $14,000,000. Fault has been found with us by critics who have not given sufficient consideration to the subject for keeping such large balances in other countries, but experience has taught us that it is not on-

ly safer for the Bank but for Canada, that we should hold large reserves which we can draw on in case of necessity without disturbing financial conditions in our own country. The important position of the Bank of Montreal in the financial fabric involves the keeping of a large portion of our assets in a form immediately available for conversion into cash. Our responsibilities in this respect force us to be content with a very low return on the money we lend on call in London and New York, a return, which for long periods during the past year was little better than 2 per cent. at either centre, and taxes to come out hf that. It is not to be supposed that we would ignore the superior advantages of a 5 per cent. call rate in Canada, could we employ $10,000,000 or $20,000,000 here, with the certainty that we could get it back on three hours' notice any day we wanted it.

Of the increase in our investments, $5,000,000 is accounted for by the purchase of a municipal issue which has been largely disposed of since the close of the statement.

"Our loans and advances have increased $21,000,000, and call for no special comment, except that they evidence that we are doing our share in assisting the development of our rapidly growing country.

"The present session of parliament will see introduced legislation of importance to bankers, as our charters come up for the usual decennial renewal. Though the Bankers' Association has not been taken into the confidence of the government about any proposed alterations or amendments, I think it hardly likely that there will be any great change. The Act is a very good one as it stands, is thought well of by financial authorities in other countries, and answers admirably the requirements of our own. When trouble arises it is apt to be condemned by unthinking critics, but it is not the fault of the Act but of those who work under it, and no amount of legislation will guard against the fallibility of the personal factor and keep men from being fools or knaves.

"The President has spoken on the general trade of the country, which may be characterized as satisfactory, with a promising outlook. There is possibly too much real estate speculation in some sections of the country, and municipalities are borrowing rather heavily; the greater part of it, however, is quite legitimate, arising from the rapid growth of the newer cities and towns throughout the west.

To them flows the ever increasing tide of our immigration, which, from the best figures at present available, will this year number over 300,000 souls. The quality of this immigration is admittedly high, and when one considers that it represents in a single year about 1-20 of the country's population, it is well that it is so. To this influx of population, as well as to the greatly increased prosperity of the people, is probably due the fact that while our production of such food-stuffs as butter, eggs, cheese, etc., has increased during the present twelve-month, the exports of these products have declined, indicating a large home consumption.

"As regards the general prospect, in the older countries there seem to be at least enough pessimists to counterbalance the optimists. In Canada we have many of the latter, and few of the former—too few, perhaps, at times, to sufficiently regulate our youthful exuberance. It might be well to remember that the prosperity we have enjoyed may be largely due to a continuity of policy and a disposition to employ experience rather than theory as the basis for the conduct of our affairs. Such principles have made us self-reliant, and seem best calculated to ensure our future progress and permanent stability." (Applause.)

After the usual resolutions of thanks were passed, the retiring Board of Directors were re-elected as follows:

Messrs:—R. B. Angus, A. Baumgarten, Sir Edward Clouston, Bart, E. B. Greenshields, C. R. Hosmer, Sir William C. Macdonald, Hon. Robert Mackay, H. V. Meredith, D. Morrice, James Ross, Sir Thos. Shaughnessy, K.C.V.O., Rt. Hon. Lord Strathcona and Mount Royal, G.C.M.G., G.C.V.O.

OFFICERS ELECTED.

At a meeting of the Directors held later the Right Honorable Lord Strathcona and Mount Royal, G. C. M. G., G.C.V.O., was elected Honorary President of the Bank, Mr. R. B. Angus President, and Sir Edward Clouston, Bart., Vice-President.

THE GIVING OF CALENDARS.

"Will I give calendars this year?" is a question every hardware man asks himself each fall. It is impossible to make a set rule, or to establish a positive case either for or against calendars. The advisability of giving holiday greetings depends on circumstances, such as the business done by the firm, and the local conditions.

To the merchant newly starting in business, it is often a great aid in working up a connection. A pretty calendar, addressed to the head of each house, is undoubtedly a means of creating a favorable disposition towards the new firm. The calendar hangs in a prominnet place in the house for perhaps the whole ensuing year, and the name of the merchant becomes a familiar one through that means. The calendar, as an advertising medium, is limited to that; it exploits the name of the merchant, but does not advertise his store, his stock or his methods. For this reason, some merchants who are old established do not see the necessity of using calendars. "We have been in business for years, and are known to every householder anyway," said one dealer recently. "We do not have to put calendars in the houses to make people know we are in the business. Instead, we spend the money on a little extra advertising of what we have in stock. We leave calendars to the younger merchant."

Every Other Year.

The following plan has been adopted by a Western Ontario store after careful study of the situation. "We give calendars every other year," said the head of this firm. "This season we are spending $60 on calendars, and next year will put a similar amount into extra advertising. We are old established, and do not need to work up a connection by means of calendars, but we consider it a good policy to not give them up entirely. A greeting every other year lets our customers see that we have not forgotten them."

There can be no doubt, however, that the money spent on calendars could very profitably be employed in other forms of advertising. It is a question that every merchant must decide for himself after a study of local conditions and the state of his own business.

ARE LIBRARY COUPONS LEGAL?

Steps are about to be taken to test the legality of the coupon system described in Hardware and Metal of Nov. 12, as in operation at Newmarket, and which has been tried at Ingersoll, Burlington and other places. G. A. Binns, Newmarket, who is using the coupons, says the scheme is working satisfactorily in that town.

The plan is something similar to the trading stamp idea of former days. The merchant buys a number of coupons, which he distributes to customers with purchases of a certain amount. The purchasers use these coupons as ballots, casting them in favor of some local institution. The promoters of the scheme offer a library of a certain number of books to the church, or other institution which receives the most ballots at the end of a certain time. The aggregate sum paid by the merchants is $250, and just what the value of the library may be, is not stated.

The scheme was declared contrary to law by the town solicitor of Ingersoll. E. M. Trowern, Dominion secretary of the Retail Merchants' Association, also declares that it is illegal. Other parties who have considered the question do not agree with these statements. Steps are, therefore, being taken to test the legality of this method of presenting libraries to public institutions at the expense of the local merchants.

WEEKLY MEETINGS WITH CLERKS

There is no retail store in the country that cannot afford one half-hour each week to a discussion of store subjects and to instruction to the entire sales force. Such a period of discussion and instruction will bring out the latent qualities in many clerks and will impress into all of them the fact that to sell goods is more than to be able to know what is on hand and offer it to the customer who asks for it. Not only can the force of clerks understand by such common meetings that instruction is not individual, but for the common use of all, and thereby avoid a misunderstanding, but also the power of team work that can be infused into the understanding of the whole force. To raise the power of the selling force of the store is one of the necessities of store keeping now.—Southern Merchant.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

CASH REGISTER—Stylish nickel plated detail adder. Registers one cent to twenty dollars. 5 year guarantee. For quick sale, $50.00. Particulars R. O. Smith Co., Orillia, Ontario. (51)

FOR SALE—1 Dey Time Recorder, 100 hands, in first-class order. Just the thing for hardware shop or small factory. Reason for selling, not large enough to handle force. For full particulars apply to—The National Manufacturing Company, Limited, Ottawa, Ontario. (51)

BUSINESS CHANCES

FOR SALE—Good hardware and tinsmithing business in good section of country. Stock about $4,000. Good reasons for selling. For particulars apply Box 1060, HARDWARE AND METAL, Toronto. (51)

FOR SALE—An established retail hardware and furniture business in a live town in a prosperous community on the C.P.R. in southern Saskatchewan. Present owners going into the banking business. Reason for selling. Address Box 1054, HARDWARE AND METAL, Toronto. (52)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE FOR SALE—Stock $4,000, doing good profitable business. Stock in good shape. Western Ontario. Worth investigating. Box 1053, HARDWARE AND METAL, Toronto. (52)

TO RENT—A handsome new building in Brantford's business centre, two large modern stores, well lighted, high ceilings, easy terms. Apply UNION REALTY CO., Brantford. (52)

WANTED—A man with a $5,000 to $10,000 hardware stock and $10,000 cash to take up a first-class hardware proposition in the West. Address Box 549, Edmonton. (55)

COMMISSION LINES WANTED

WANTED by responsible, energetic firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37 Herald Block, Calgary, Alberta. (55)

SITUATIONS VACANT

WANTED Hardware clerk. Must be good stockkeeper and able to dress windows. State experience age and salary expected. Box 1059, HARDWARE AND METAL, Toronto. (51)

WANTED—A practical salesman, capable of taking charge of sales department. Must be posted in lantern and burner trade. Full particulars to Box 1058, HARDWARE AND METAL, Toronto. (51)

SITUATIONS WANTED

HARDWARE SALESMAN AND MANAGER, 15 years' experience in Maritime Provinces, wants position as manager or representative for St. John territory. B at references. Box 1057, HARDWARE AND METAL, Toronto. (51)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 814, Stair Building, Toronto.

MISCELLANEOUS

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener, built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BY paying a small amount each month you can buy a first-class rebuilt Typewriter from us at bargain prices. Stock-taking is only a month away. We do not want to carry any of these machines over. We can give you any make. THE MONARCH TYPEWRITER COMPANY, LIMITED. 98 King Street West, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

YOU DON'T BUY a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge St., Toronto.

PARTNER WANTED

PARTNER WANTED—With $3,000 cash, in hardware business. Have an up-to-date and well assorted stock of hardware and do all plumbing work in good live town of 900 population. Apply immediately to Box 1049, HARDWARE AND METAL, Toronto. (51)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

TRY A
CONDENSED AD.
IN
HARDWARE AND METAL



No. 39

A REFERENCE BOOK.

"These are the days when I get busy with my recording book," said a merchant to the writer. "It is astonishing what valuable hints can be learned by keeping one's eyes open, especially at rush times, and instead of trusting to the memory putting things down in a book for future remembrance. This is not only true in general lines of hardware but in paints as well. Last year, just before Christmas, I was asked for more handy sized tins of varnish than I had in stock, and I carefully jotted the fact down, with the additional reference to push this line next time. The result is that this year I made a special feature of varnish and similar lines for brightening-up purposes and am doing a splendid trade. Now I am on the look out for any special trend of color, or size, or specialty, and in fact anything that is being prominently asked for, and down it all goes in my book."

The example of this merchant should be followed. The memory is treacherous. There is little use in remembering anything after the occasion has gone by. It is the rush times that bring out the largest numbers of "things that could have been done differently," among these may be included the delivery; handling large numbers of people in the store; dealing with last minute orders; and keeping the stock from getting completely out of order.

If the merchant tries any innovation he should keep careful watch upon it and advise his clerks to do the same thing, the results being jotted down. For instance, some new way of handling paint advertising may have been tried, or an innovation in the distribution, in the hanging of the posters, and in the style of the newspaper copy for Christmas specialties. The results from this should be carefully noted, so that if success has been achieved the plans can be adopted again next year, or if the experiment has been a failure then a careful avoidance in the future.

The closer watch a merchant keeps upon the various ramifications of his business the better able is he to develop things along the best lines. This will be found in the strict following up of probable paint users, in the keeping of the stock, and in the buying. One difficulty, where a large assorted stock is kept, is to prevent any sudden shortage in a particular shade or size. There is nothing more irritating to a customer, or more harmful to a store, then, when after a sale has been practically made

Sales with Profit.

To build up "come again" trade, opaque easily-applied "Floorglaze" works wonders. It is hard, high-finish and does good work inside or outside the house. Ten good colors for the dealer's stock.



M L Floorglaze

helps hold the women's trade—make profits.

Try it yourself, Mr. Dealer, on a test strip. Sample tin free on request. Then you'll know how good an article you're selling your customers.

Write To-day to our Nearest Warehouse

The Imperial Varnish & Color Co., Ltd.
6 MORSE STREET, TORONTO
106 Princess Street, Vancouver; 550 Beatty Street, Winnipeg

"M.R.M." Horse Nails



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

the clerk suddenly finds that owing to a run on that particular color, there is none left in stock. The merchant has probably been pushing varnish for brightening up at Christmas and started with a good stock of pint tins. There has been a good demand in consequence and before the clerks are really aware of the fact all these size tins are sold. In the hurry of the Christmas trade the fact is not noticed and then next day a clerk persuades a customer to buy a tin only to find that there is none in stock. One merchant overcomes this by sorting up twice a week, and by keeping a book which is looked at every night, for recording facts about the stock. For instance, a clerk in going to the varnish tins, notices that there are but a few pint sizes left, say three. Instead of saying to himself "I must tell the boss about this" and then forgetting it over the next order, he writes down the fact and then the merchant, in the evening, sees the reminder of the clerk. If he has not time to order any more he can inform all his clerks that the stock is short and thus prevent the sale of a pint tin of varnish when there is none left in the store. A recording book is easy to keep and it saves much ground for complaint.

PAINT AND OIL MARKETS

MONTREAL.

Montreal Dec. 16.—Trade has naturally slackened off, although steady sorting up business is noticed. Good orders are coming in for spring shipment, however, and there is every prospect as things are now going for a fine demand next year. All the way round stocks are on the light side, and travelers speak confidently of the business they see in sight.

The markets are generally firm, and although one or two slight fluctuations on the advancing side are noticed generally prices can be considered unchanged. The linseed situation is the same; some houses holding to the cut noticed last week, but others maintaining old prices. The tension is just as severe as it was, in fact it looks to be getting worse. Turpentine offers no change, and prices are firm.

Turpentine.—Prices are unaltered this week. The demand is not so active as it was but the primary markets keep figures firm. Supplies are in fair shape We quote $1.02 to $1.05.

Linseed Oil.—Jobbers who marked down the price last week are maintaining their position, but anticipate going back to old figures, but others are maintaining former quotations, and if anything, showing a tendency to advance. There is no desire to sell oil, and the market is as barren of supplies as ever. Up to now there has been little evidence as to any turn in the tide, and grinders are still face to face with a scarcity of seed. The demand is quiet, but there is still a fair quantity going out for immediate shipment. We quote $1.06 to $1.10 for raw and $1.09 to $1.13 for boiled.

White Lead.—The market is on the firm side, with the new prices generally observed. Trade is quiet, but some good booking is being done for the opening of navigation. It is evidently the opinion of many that prices will rule higher next year. We quote $6 for small lots and $5.85 for large.

Varnish.—There is a fair call for orange and white shellac. Hard oil finish is moving, also varnish for coaches, implements, and for household uses. The market is firm.

Putty.—The call for putty is quiet. Fair orders are being booked for next year. The market is firm, and we quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Dec. 16.—There is not a very heavy demand at present for any lines. The Christmas trade is now monopolizing the attention of the trade, and the supply houses are experiencing a quiet spell which will last until the first of the year. Some travellers are still out on the road, but the majority have come in for the holiday season. What orders are received are almost entirely of the sorting up variety, but some fair sized orders for delivery next year have been placed.

Local commission agents have received orders not to quote prices on linseed oil for spring delivery. Just what this presages is impossible to say, but a change in prices is not unexpected. There is a tendency toward easier quotations on linseed oil at present. One local supply house made a reduction of 2 cents this week, but the majority are holding up the previous figure.

The new price catalogues which will be out in some cases by the first of the year, are being awaited with interest, but no material changes are anticipated.

Linseed Oil.—The demand is quite nominal at present, and no stimulation is anticipated until after the holiday season. Enquiries are being received, however, and indications point to a brisk rally beginning with the first of the year. Prices are tending downward, although no general reduction has yet gone into force. One local firm, which has been quoting rather lower than the prevailing prices for some time, has made a drop of 2 cents, and is asking $1.06 and $1.09. Other houses are still asking $1.10 and $1.12 for raw, and $1.13 and $1.15 for boiled, the lower quotation in each case being for ten barrel orders.

Turpentine.—The turpentine situation shows a better tone all around. Reports

TRAVELLING SALESMAN WANTED

To cover a portion of Western Ontario where we already have a well established trade for

Brandram's B.B. Genuine White Lead
Anchor Pure White Lead
B-H "English" Paint
China-Lac
Pure Colors in Oil and Japan
Varnishes, &c., &c.

A good position with a good salary open for the right man.

No one without a good connection need apply. Applications treated confidentially.

Address Head Office, Montreal

BRANDRAM-HENDERSON LIMITED

Montreal Halifax
St. John Toronto
Winnipeg

FIT THE HAND COMFORTABLY



THE OLD STYLE

Dandy Brushes have many good points, but if you want perfection itself it can only be found in

BOECKH'S
"Handy Dandy" Brushes

The design is the result of careful study on the part of the experts in the largest Brush Factory in Canada. Recommend them to your customers—they are sure to be well pleased with them.

The Boeckh Bros. Company, Ltd., TORONTO, CANADA

The Big "P" Stands for Paint, the Little "p" Stands for Profit.

and the comparative size of the two letters illustrates the relative value of *paint* and *profit* to your business, Mr. Dealer.

The paint you sell is of vastly more importance to your success than the profit you make on it. Profit at the loss of trade soon kills any business — there must be big value and satisfaction in every sale.

It is quality your customer wants — and you will never be able to make a profit on paint, after the first sale, if the quality of that paint will not bring the buyer back. Single sales never built up a worth-while paint business — it is the repeats that put profit in your pocket.

MARTIN-SENOUR PAINT — the entire line of paints for every purpose — are the paints that bring the buyers back, and their friends and neighbors. Good profits, too. So what is the use of wasting time with inferior paints.

Write today for the agency, and begin to get the profit from the paint that repeats.



THE MARTIN-SENOUR CO., Limited
Montreal — Pioneers Pure Paint — Chicago

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG

The Maritime Paint & Varnish Co. Ltd. HALIFAX, N. S.

from the south are more encouraging, with respect to supply, and there is a fair amount being shipped out. Locally the demand is light, and the accepted quotation stands at $1.05.

White Lead.—There is a very slim demand for white lead. The higher prices fixed a fortnight ago are being steadily maintained, and quotations range from $6 to $6.25.

Putty.—There is, perhaps, more activity in putty than in any other line on the market. The demand is heavy, and the orders that come in are for fairly large bulk. Standard quotations stand: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Rosin.—The rosin trade is about on a par with the rest of the market; "G" rosin sells at $3.25 per 100-lbs.

Petroleum.—Activity is the pronounced feature of the petroleum situation. The setting in of severe winter weather has quickened the demand for oil, and all lines are moving rapidly. Prices remain steady; Canadian prime white coal oil, 13c; American water white, 14½c; Pratt's Astral, 17c.

Glass.—There is a brisk demand, although the last few weeks has seen some falling off. Reports from Europe indicate that there will be higher prices before spring, but. for the present, no change has been made in the price.

A GOOD LOOKING STORE.

One of the greatest drawbacks a paint dealer can have is a poorly painted front to his store, and the next is the inside woodwork "crying" for paint. It takes a big store front these days to require a gallon of paint, and the usual sized front can be covered with half a gallon, because there is so little woodwork. Therefore, as far as expense is concerned, a paint dealer can easily repaint every fall or spring, and this would largely be a "drawing card." Certainly it would not displease any one, or prove a repeller of trade.

PERSONAL SOLICITATION.

Retail hardware merchants who handle paints are successful in proportion to the amount of energy and push that they put into this line. A well assorted stock, intelligent advertising, both by personal solicitation and newspaper publicity, a knowledge of and faith in the goods carried, and prompt deliveries, are some of the requisites necessary to make the paint department pay.

An Illinois hardware firm writes that while they only added paint to their stock last year they have found it a very profitable business A good supply of free samples for distribution is always kept in the front part of the store, which is regarded as having brought business

The most effective method, however, has been found in sending the names of prospective buyers to the manufacturers and have them write these prospects concerning their paints and referring them to the concern as their agent.

A personal acquaintance with every paint contractor in the town has resulted in a very satisfactory business, by simply keeping after them until they agree to try the paint handled by the firm.—Iron-Age Hardware.

DEAL NOT YET COMPLETED.

The reported transfer of ownership of the Crossen Car Company, Cobourg, referred to in Hardware and Metal Dec. 3, has not yet taken place and W. W. Near, president of the Ontario Iron and Steel Company, Welland, makes the emphatic staement that his company is not in any way concerned in such a deal with the Crossen or Canada car companies.

According to information received from a man closely connected with the Crossen Car Company, negotiations are pending for the transfer of the company but the absence in England of the chief promoter will delay the completion of the deal for a month or six weeks. "So far as I can tell," he said, "it is not intended to merge the Crossen into the Canada Car Company, but there is no telling what may happen before the deal is completed."

N. Curry, president of the Canada Car Company, Montreal, adds his denial to that of Mr. Near to the statement that the Canada Car and Ontario Iron and Steel Companies are to establish a community of interests by an exchange of stock, the latter establishing a blast furnace at Welland and the former contracting for its raw material with the Welland furnace.

Further developments in the car company negotiations will be watched with interest.

CORRECT FALSE REPORTS.

The Standard Arms Co., Wilmington, Del., takes exception to untrue statements that have appeared in American daily papers with reference to their action in reducing their manufacturing staff. The company worked night and day shifts until the first of November, when, in common with other firearms manufacturers, they reduced their force. The game shooting season being over then, as far as the jobbers and dealers were concerned, it was deemed wise to run light until the time came for more energetic operation.

A Texan Paint Creed.

The paint creed of a successful house in Texas is briefly as follows:

Make a leader of staples at close margins and push fancy goods at a profit.

Don't buy in too large quantities.

Watch your stock closely.

Keep what the trade requires.

Putty Versus Pudding

A Chinaman seeing some bladders of Putty in a window thought they were Christmas Plum Puddings. He purchased one. In a few days "Chu Chu" returned and said: "Puddin' Fillee Upee Tooee Muchee. Plefer Chopey Suey. Savee?"

The Canada Paint Company's Putty is an excellent "filler"—Fills up Cracks, Seams, Crevices, Nail-Holes, Knot-Holes, and, above all is an excellent GLAZING PUTTY. 25-lb. irons or 100-lb. drums should be ordered in preference to Bladders.

The Canada Paint Company is the only Company in Canada who run their mills direct by power supplied by the River St. Lawrence, supplemented by steam and electricity.

THE CANADA PAINT COMPANY

LIMITED

Mixed Paints



It is astonishing to what an extent the mixed paint trade has grown in Canada, in fact throughout the world. This is due very much to the help of the agents in the many stores throughout the country, keeping always in stock a first-class brand of pure paints.

Are you doing it?

Doing what?

Keeping a first-class brand! Let us send you some of the cards and catalogues about

Ramsay's Paints

the pioneer liquid paints of Canada. Then when the time comes to buy for your big 1911 trade you will be ready. Don't put it off and keep going along the same old way. Learn about the leader, and get ready for a stock. .Remember 1911 will be big with possibilities for the pusher of pure goods.

A. Ramsay & Son Co.

Established 1842

The Paint Makers

[MONTREAL

KEEP YOUR EYES OPEN

Your nearest competitor in the trade is very much wide-awake, but you can make sure of your share of the paint trade by handling

New Era Paint

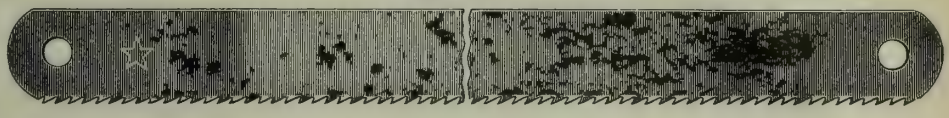
This is an honest paint, which covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR DETAILS AND PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 W RREN STREET NEW YORK, N.Y.



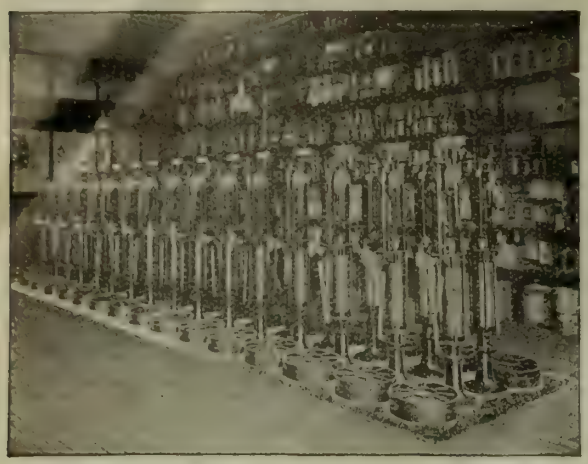
"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S F. BOWSER & CO. Inc.
66-68 Fraser Ave., Toronto, Ont.
Branches: Boston, New York, Philadelphia, Chicago
San Francisco

Big Business for the Dealer Who Pushes the Dougall Varnishes

There are certain people in every neighbourhood whose example is eagerly followed—even as to the stores they patronize and the goods they buy.

These leading people want the best of everything, and DOUGALL GOODS entirely satisfy them.

Let us send you our free, business-building book

QUALITY AND ECONOMY
IN
VARNISH AND VARNISHING
ALSO
LINGERWETT
Paint and Varnish Remover

The Dougall Varnish Co., Limited

J. S. N. DOUGALL, President

525 St. Paul St. - Montreal

Associated with MURPHY VARNISH CO., U.S.A.

Do You Know the Main Facts About Our Two-Coat Combination Standard Turpentine Shellac and G. P. Hard Oil Finish?

Send for our sample on wood and judge for yourself.

Note particularly the remarkable *surfacing* and *holding up* or supporting properties of *Standard Turpentine Shellac.* It dries semi-flat, does not raise the grain of the wood and requires little or no sandpapering.

A single coat of our *G. P. Hard Oil Finish,* on account of its intrinsic body, produces over *Standard Turpentine Shellac* a really remarkable finish, as demonstrated in our *Two-Coat Combination.*

For first coating open grained woods, also paste filled woods, nothing equals *Standard Turpentine Shellac.*

All Standard Varnish Products are manufactured by International Varnish Co., and sold only in Full Imperial Measure Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

A-27

CHANCE'S

Double Rolled Cathedral Glass

is brighter and more translucent than the ordinary rolled Cathedral. It cuts true and easily, and works up handsomely into Leaded Windows. Made in a very large variety of tints.

Chance's Figured Rolled Glass

is famous for its deep, brilliant patterns, easy cutting qualities and attractive tints.

FLEMISH GLASS, made only in the glass works of Chance Bros. & Co., near Birmingham. England, is a new and most attractive ornamental Window Glass, unsurpassed for character and brilliancy.

Write for samples of Chance's Muffled, Figured, Rolled, Flemish and Double Rolled Cathedral Glass.

AGENTS FOR CANADA

B. & S. H. Thompson & Co.
LIMITED

381 St Paul Street - MONTREAL

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

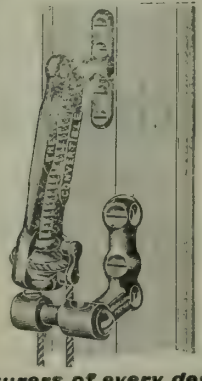
Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple

Effective

Compact



1796 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

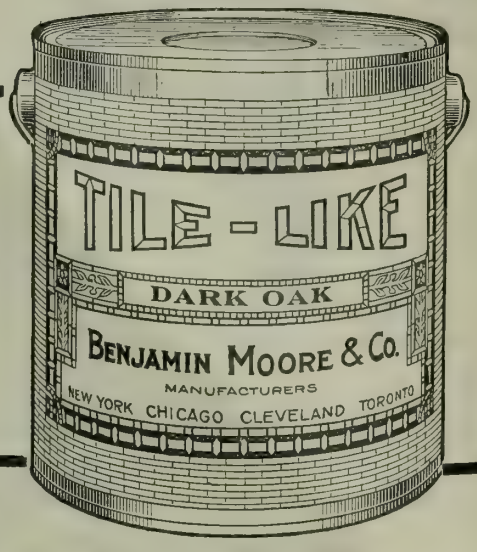
FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Are you selling TILE-LIKE?

It is a colored Varnish and Stain combined, which requires no stirring, and is uniform in color from start to finish.



TILE-LIKE

is extremely easy to apply, and for this reason is much used by the amateur house decorator in his own home.

Will not hide the grain of the wood, and is specially suited for all kinds of interior work, wherever wear and tear is considerable.

Will not scratch white nor show heel marks. Can be used on furniture, floors, linoleum, etc., with best effect.

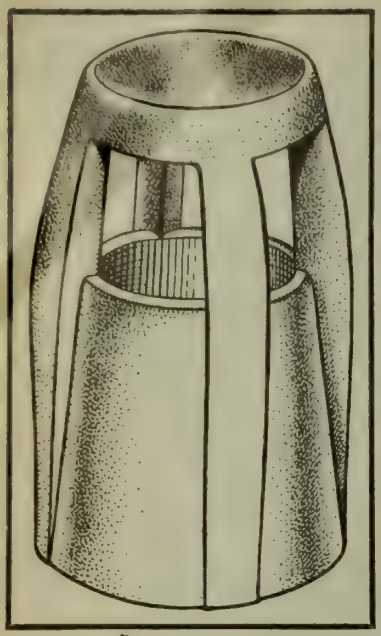
Made of pure Kauri Gum, and CONTAINS NO ROSIN.

Send for Colour Card and Prices

BENJAMIN MOORE & CO.
LIMITED

West Toronto

New York Cleveland Chicago



The "Edwardian" Down Draft Preventing Chimney Pot

Placed on any chimney flue this pot deflects all descending air currents horizontally, preventing them from going down the chimney and affecting the fire.

It maintains a steady fire and prevents the flue from getting damp, thus saving your customer's coal and increasing his comfort.

You can sell them—

they are needed on every dwelling house and public building in your locality. Now is the time to push them—a window display in your store just now would do a lot towards arousing interest and creating business.

Commence by writing us for full particulars and prices.

International Supply Company, 140 Mansfield St., Montreal

Thorne Hold-Fast Metal Bars

FOR MODERN STORE FRONTS



Cut shows

WILLIAMS BUILDING

REGINA

Glazed with Thorne Metal Bars.

This bar is undoubtedly the most up-to-date bar made.

Samples and special Catalogue mailed on REQUEST.

Write nearest office.

Sole Canadian Agents:

THE HOBBS MANUFACTURING COMPANY, Limited

LONDON TORONTO MONTREAL WINNIPEG

Let The "Star" Drive In Your Trade!



Here's a hardware specialty which is advertised in every paper of note in every field, reaching every buyer of the line of goods you carry.

This great amount of publicity not only drives in prospects on **Star Expansion Bolts,** but actually creates customers for other lines that you have in stock.

Originally they come to purchase **Star Expansion Bolts**. How easy it is to show them your other lines at the same time.

Write for our free sample set—A time limit proposition to progressive dealers, and 70-page hardware specialty catalogue number 36. Address Dept. 36 at our nearest Sales Agency.

BACON BROTHERS
377 St. Paul Street
Montreal, Can.

TURNER & WALKER
171 James Street
Winnipeg, Can.

H. F. McINTOSH & CO.
28 Toronto Street
Toronto, Can.

Stock This Trade-Bringer To-Day!

Don't wait! You should have it on your shelves now. Don't handle an unadvertised line of fixture fastening devices simply because they are cheaper than the **Star Expansion Bolts.** They won't sell — They can't. The public don't even know of their existence. **Star Expansion Bolts** are kept persistently before the purchaser's eye in hundreds of the best Trade and Mechanical Publications in the country. We have letters from the largest Hardware Merchants in Canada and the States voicing approval of the quick selling qualities of **Star Expansion Bolts.**

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal — Busby Lane
Toronto — Mercer Street
Winnipeg — Market Street
Vancouver — Columbia Ave.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at
Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:
Montreal

Sales Offices:
Montreal - - Toronto
Winnipeg - - Calgary

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

You save money by buying your mantles and glassware from us.

Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.





STEP LADDERS

4 TO 12 FEET

Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

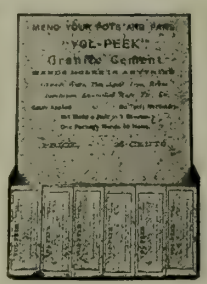
"VOL-PEEK"

GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

Send for a trial lot



H. NAGLE & CO., Montreal, Sole Manufacturers

Agents:

N. A. Bedard & Co., Montreal, Agents for Province Quebec.
Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted).
C. E. Jarvis & Co., Vancouver Agents for British Columbia, Edmonton and Calgary.
H. P. Cowan & Co., St. John's, Nfld., Agents for Newfoundland.



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

THREE REASONS
Why you should stock

Royal Polishes

They are made in Canada.
They are cheaper than the imported.
They afford a larger margin of profit.

Ask your Jobber or Write Us.

Royal Polishes Company
MONTREAL



JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK
GRANTED 1682

Sole Agents for Canada

James Hutton Company
Montreal

For sale by Leading Wholesale Houses.

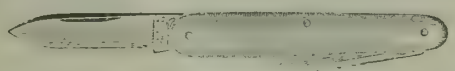


Corporate Mark



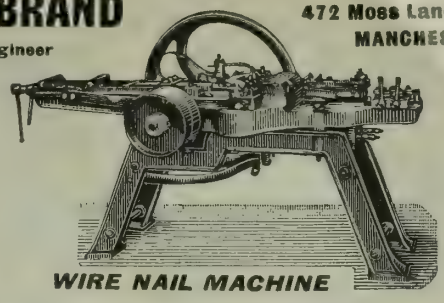
Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



Ed. BRAND
Engineer

472 Moss Lane East
MANCHESTER, ENG.



WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

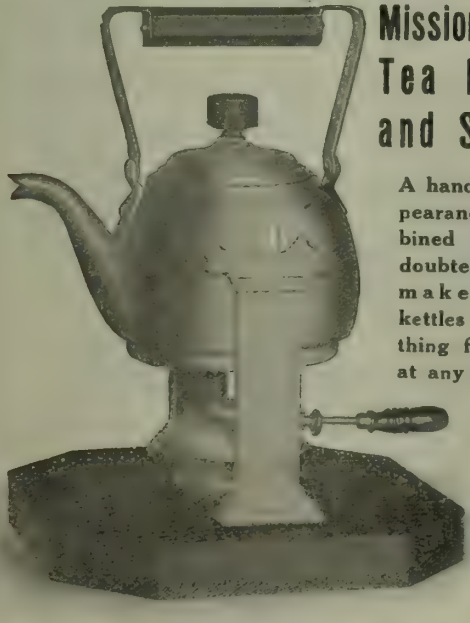
These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

HARDWARE IS "STRONG" WARE
and so is
New Brunswick
"KRAFT"
WRAPPING PAPER
ASK YOUR WHOLESALER
The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

"The Cup That Cheers, but not Inebriates"
in perfection for all who use our



Mission Style Tea Kettles and Stands.

A handsome appearance, combined with undoubted utility, makes these kettles the very thing for a gift at any season.

You should meet the demand by ordering promptly

Send for our complete Catalogue

The Buffalo Mfg. Co., Buffalo, N.Y.
Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

When in the market for
Glues, Gelatines, Size, Etc.
you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

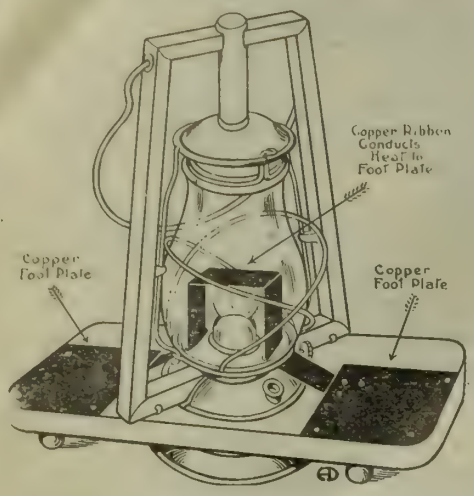
The GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

RIVETS
IRON—COPPER—BRASS
Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery
Get our quotations before buying
IT WILL PAY YOU
P. L. Robertson Mfg. Co., Ltd., Milton, Ont.
PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer



Have YOU Stocked Any?

The results of our Advertising have been immense. Every mail brings enquiries from consumers which we often have to answer direct, no retailer in the neighborhood being on our list!!

Enquiries from Consumers All Over Canada fully prove how this Novelty attracts.

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

Cummer-Dowswell

WASH DAY LABOR SAVERS ALL HAVE THAT EXCLUSIVE

"Something Different"

that interests buyers and makes the line READY AND STEADY SELLERS.

For Instance—

The Rust Proof Steel Ring sprung inside of washing machine tubs that prevents warping and leaking and adds years to the life of a machine.



Ideal Low Pressure Power

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

MADE BY

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents. Harry F. Moulden, Winnipeg, Western Agent.

Solid Brass Self-Righting CUSPIDORS

Polished With Loaded Bottoms



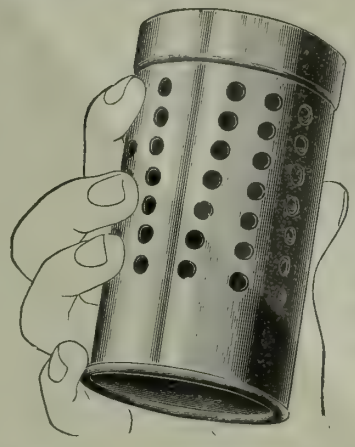
NO. 20.

Diam., 7¼". Height, 4".

Each Cuspidor wrapped in paper with tissue lining.

The DUFFIELD Soap Shaker

Produces a good lather. Diameter 2 inches, Height, 3¾ inches.



Does not waste the soap. INEXPENSIVE and a QUICK SELLER.

Solid Brass Self-Righting CUSPIDORS

Polished With Loaded Bottoms



NO. 40.

Diam., 8½". Height, 6".

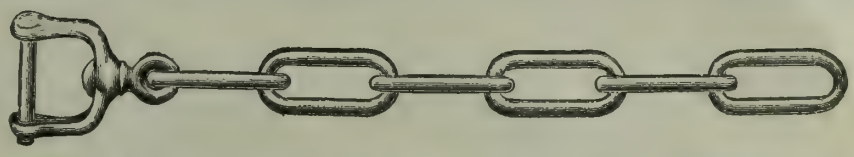
This size is also made in Tin, Nickel-plated.

E. T. Wright & Co.

Eastern representative---J. W. Moncur, Box 2209, Montreal, Que.
Toronto agent---F. B. Wilson, 33 Maitland St., Toronto, Ont.
Vancouver distributing agents---Macpherson, Teetzel Co., Vancouver, B.C.
Winnipeg agents--W. Reynolds & Co., Winnipeg, Man.
Winnipeg distributing agents---Merrick-Anderson Co., Winnipeg, Man.

Hamilton, Canada

Electric Welded



Highest Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

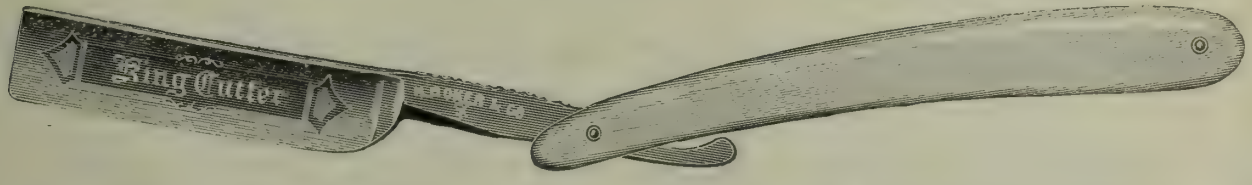
We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil Chain ***Logging Chain*** ***Heel Chain*** ***Loading Chain*** ***German Coil*** ***Halter Chain*** ***Tie Outs*** ***Cow Ties***

McKINNON CHAIN COMPANY

BUFFALO, N.Y. ***ST. CATHARINES, ONT.***

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.

Improved Patent Flush Handle

CHESTERMAN'S

TRADE MARKS

MEASURING TAPES

Linen, Metallic and Steel

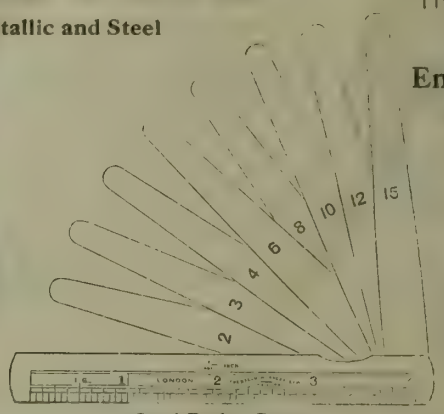


For Prices, Catalogues, etc., apply to

F. H. SCOTT; 133 Coristine Bldg., Montreal

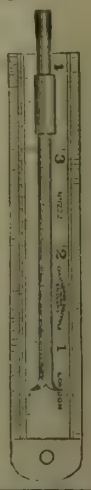
TRE BLE

Engineers' Small Tools



Steel Rules, Gauges, etc.

Steel Feeler Gauge



No. 100 "MAPLE LEAF" SAW



Hand, Rip and Panel

EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

is mirror finish.

is GUARANTEED.

A high-grade saw for the best carpenters and mechanics.

WRITE US FOR QUOTATIONS

SHURLY-DIETRICH CO., Limited - GALT, ONT.

Is Your Time Precious?

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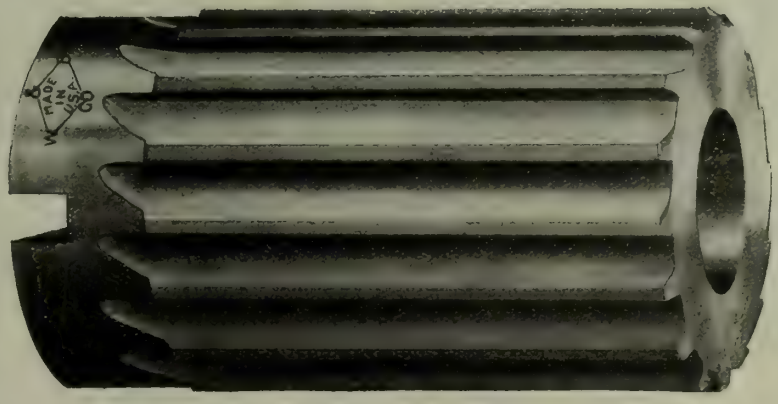
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"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

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ALEX. McARTHUR & CO., Limited

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CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" 2½ " ..	10 50	10 00
" 3 " ..	12 00	12 10
" 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 25
Refined "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 23	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lbs. $42 00 40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50 5 75
I X, 14x20 base	6 50 6 75
I X X, 14x20 base	7 50 7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base	4 25
I X, 14x20 base	5 00
I X X, 14x20 base	5 75

Bright Cokes

Bessemer Steel—	
I C, 14x20 base	4 00
20x28, double box	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I C, 20x28, 112 sheets	7 50
I X, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
XX, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31 $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinisch Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinisch Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all Jobbers

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ½, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

	Montreal	Toronto
In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks per lb.
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of lead	0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paint, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" mixed	1 50
Moore's pure linseed oil, M.O.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 6
" Thistle	1 3
Martin-Senour 100 p.c. pure	2 10
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75
Genuine, 100 lb. kegs, "	5 25
No. 1, casks, per 100 lbs.	4 25
No. 1, kegs, per 100 lbs.	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal.	0 13	
U.S. Water white "	0 14½	
U.S. Pratt's astral "	0 17	
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine single barrels	1 03	1 05
Wood Turpentine		0 60
Linseed Oil " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" mixture	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 95
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 00
Lily Pure	6 00	6 15
Tiger Pure	5 55	5 70
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		5 50
Brandram's B.B. Genuine	7 25	7 40
"Anchor," pure	6 00	6 01
Ramsay's Pure Lead	5 50	5 65
Ramsay's Exterior	5 25	5 60
"Crown and Anchor," pure	5 75	5 90
Island City pure lead	5 75	6 00
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 90
Robertson's C.P., lead	5 75	5 90
Decorators' Pure	6 00	6 15

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 06½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50 14 00
Plain ship, "	18 00 22 00

AXES AND HATCHETS

Single bit, per doz	8 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Saylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz. pairs	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ½ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ½ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ½ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	75

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts, 80.



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better — *and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " "	
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, bris., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an ' loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

Inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ¼ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2 25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1½ " "	5 20
Web	3 45

HINGES

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 50
over 12 in. "	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

½ x 5 per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger. Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6 00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain. "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $4.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00, 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25; 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $3.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 60
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¼—1½ inch	2 75
2—2½ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 35

OAKUM.

Plumbers per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Shears that Sell



This cut represents our Ordinary Straight Trimmers

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave.
TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
ory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65 1 00
North Bros., No. 30, per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japar 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

STAYS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita, per lb.	0 25	0 37
Hindostan "	0 06	0 10
" slip "	0 18	0 20
" Axe "		0 10
Deer Creek "		0 10
Deerlick "		0 25
" Axe "		0 15
Lily white "		0 42
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe, per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs.	3 55
Saw vise	4 50 5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Bath Room Fittings.
Buffalo Mfg. Co., Buffalo, N.Y.

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J. L. Goodhue & Co., Danville, Que.

Belting, Hose, etc
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Binder Twine.
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Brass Goods.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Morrison, Jas., Brass Mfg. Co Toronto.
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Bridle Rings---Galvanized, Brass and Plain
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Brushes
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Covert Mfg Co.. West Troy, N Y
Frothingham& Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros & Co. Montreal
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
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Cans.
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Kemp Mfg Co, Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

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Dowswell Mfg Co. Hamilton.
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Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
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Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
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Plymouth Cordage Co., N. Plymouth, Mass.

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Thos. Davidson Mfg. Co., Montreal.
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Cutlery—Razors, Scissors, etc
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James. Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
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Kerr Engine Co., Walkerville, Ont
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Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
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Fencing—Woven Wire
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Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
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Nicholson File Co, Port Hope
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Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
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Foot Warmers
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Galvanized Iron
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Glass
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Glaziers' Diamonds.

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Glue.

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Hammocks

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Handles.

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Hardware Specialties

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Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
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Hoop Iron.

Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

Montreal Rolling Mills, Montreal.

Ice Cream Freezers

North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

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Penberthy Injector Co., Windsor, Ont.

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Iron Pumps.

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Lamps

Queen City Oil Co., Toronto

Lanterns

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Wright, E. T., & Co., Hamilton

Lawn Mowers.

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Lighting Fixtures

McLaren & Co., Merrickville

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Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc

Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.

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Caverhill, Learmont & Co., Montreal
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Lysaght, John, Bristol, Eng.
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Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Handles

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Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

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Paints, Oils, Varnishes

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D. Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

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Louis Newmark, Montreal.

Wholesale Hardware

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats

Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

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Ed. Brand, 472 Moss Lane E., Manchester, Eng.

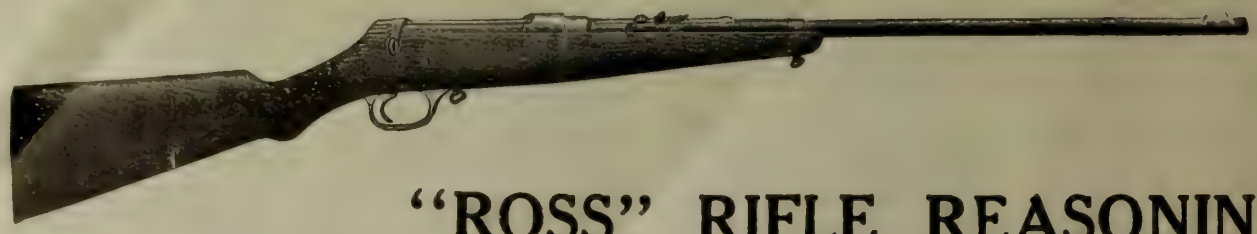
WELL KNOWN BRANDS MADE IN CANADA BY

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GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.



"ROSS" RIFLE REASONING



The "Ross" Sporting Rifle is cheaper than any imported rifle of equal quality. What sense is there paying the extra duty for another rifle, certainly no better and probably not so good as the "Ross" Rifle?

Dealers who can make this clear to their customers make more sales and help their customers to economize.

The fact that sales increased **80% last year** shows that dealers are wide awake to the advantages of selling the Canadian Arm.

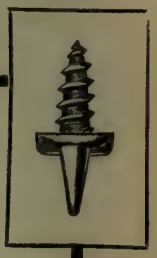
If your stock is low, increase it. If you are not handling them take a leaf from the other dealers' book and order now.

$25.00 and Upwards.

Write for Illustrated Catalogue.

The Ross Rifle Company, :: Quebec





LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples. Made only by

The Steel Company of Canada, Limited

HAMILTON :: CANADA







KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED





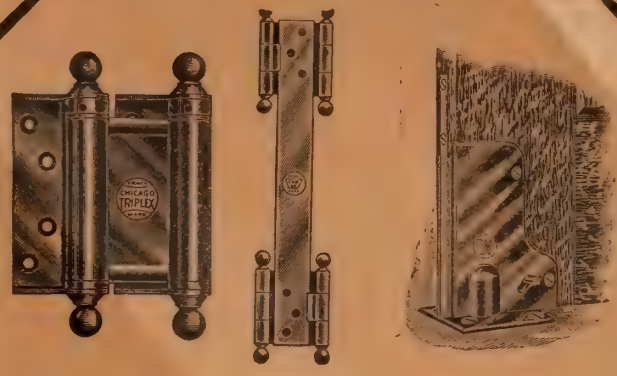


THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

CHICAGO SPRING BUTTS



A PRODUT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

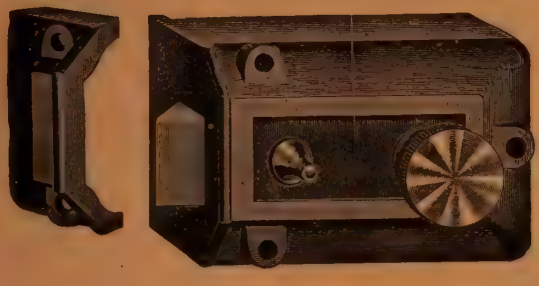
CHICAGO NEW YORK

Send for Catalogue M 26

GET OUT OF THE WAY

of thinking your lock trade is too small to pay much attention to it. Nothing will strengthen your hold on the builders. hardware trade as a full range of our rim and mortise locks and of inside, front and store door locks. They never fail to satisfy.

Write for Prices.





Cylinder Night Latch, No. 103

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868 Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve  Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

Door Mat Weather

Describes the weather for the next few months.

MUD AND SLUSH EVERYWHERE your customers will be looking for a good Door Mat. Send for a circular describing the

ANDROCK WIRE DOOR MAT



It's a Big Seller and a Good Profit Maker.

Andrews Wire Works of Canada,
Limited

WATFORD - *ONTARIO*

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Montreal: 701-702 Eastern Townships Bank Bldg. Toronto: 143-149 University Ave. Winnipeg: 511 Union Bank Idg.
New York: 115 Broadway. London, Eng.: 88 Fleet St., E.C.

VOL. XXII. PUBLICATION OFFICE: TORONTO, DECEMBER 24, 1910 NO. 52

POCKET KNIVES

H. BOKER & COS

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by all the Leading Wholesale Houses

A Merry Christmas

to all the friends of
"QUEEN'S HEAD"

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

To Jobbers and the Hardware Trade

we extend our heartiest wishes for a right Merry Christmas!

May dull care be laid aside, and may good health attend every one of you.

THE TAYLOR-FORBES CO., LIMITED
Head Office and Works:—GUELPH, ONT.

INDEX TO ADVERTISERS.—page 70-71



PINCHIN, JOHNSON & CO. (CANADA) LIMITED

377-385 CARLAW AVE. - TORONTO, ONT.

CANADIAN FACTORY OF

PINCHIN, JOHNSON & CO., L'T'D.

LONDON ENGLAND

ESTABLISHED 1834

MANUFACTURERS OF

MINERVA PAINTS AND VARNISHES





FACTORY, STRATFORD, ENG.

TRADE MARK MINERVA



OFFICE AND WAREHOUSE, LONDON, ENG.

The Big Paint Factory is Open

Ready for Business

Wait for Our Travellers ---
And the Minerva Proposition

We feel that no special introduction is necessary for Minerva Paints and Varnishes, which, since being put on the market in 1834 (76 years ago) have attained world-wide reputation.

Our success has been achieved by supplying honest goods at honest prices, and our faith in the prosperity of Canada prompted the establishment of our Canadian factory, which is efficient in management and completely equipped with the most modern machinery and facilities to maintain the high standards of quality in Minerva Paints, Enamels, Varnishes and Paint Specialties for all classes of trade.

The superior quality of Minerva Paints and Varnishes is evidenced by the fact that the BRITISH ADMIRALTY, the largest steamship and railroad companies in the world, also the largest and most prominent decorators, are constant users of these goods, which are always marketed in NET WEIGHT AND FULL IMPERIAL MEASURE PACKAGES.

Superior quality in Paints and Varnishes is not all that we are offering to the trade, but the most complete co-operative proposition ever devised for stimulating sales is extended to you. Our salesmen are now on the road, and it will pay you to investigate the Minerva Proposition before placing your order. Write for full information; a post card will bring it.

Minerva Brand Always Signifies Superior Quality.



The Canadian Factory



Minerva House, Toronto.



A New Ankle Support

that will help you sell more skates



"PERFECTION"
Steel Ankle Support

The Perfection Support is made of light strong steel with a sliding hinge attachment that permits the wearer's ankle to move forward or backward, but never sideways. It is, therefore, of enormous assistance to beginners, and a great help even to experienced skaters. They are easily attached and the ladies' size is suitable for children.

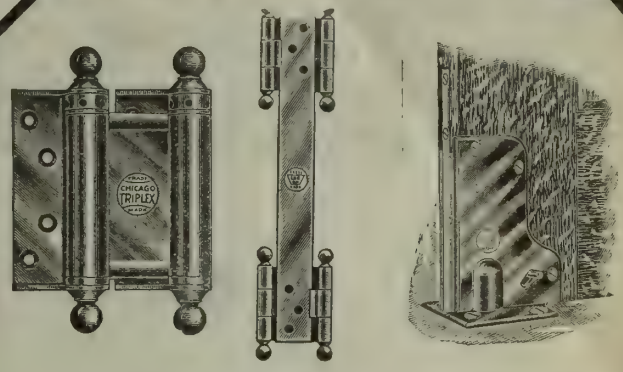
The Perfection is a brand new idea, but during the short time it has been on the market it has enjoyed an enormous sale.

As the skating season is just beginning send along your enquiry to-day.

The Owen Sound Steel Press Works

OWEN SOUND, ONT.

CHICAGO SPRING BUTTS



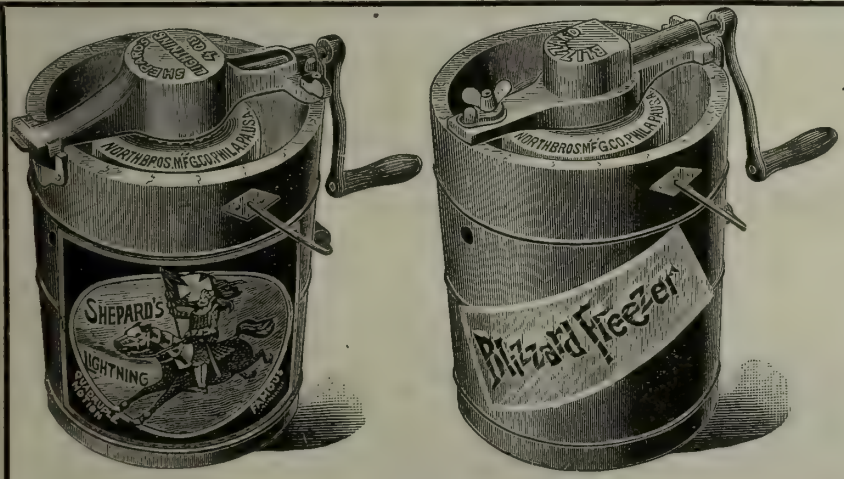
A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO — NEW YORK

Send for Catalogue M 26



A Clean Record

of 25 Years'
SATISFACTORY SERVICE
is the History of the

GEM, BLIZZARD and LIGHTNING FREEZERS

They comprise a line of long established standard Freezers, and need no annual introduction to rob you of your time and profit; but are in demand, easily sold and stay sold. They represent the very best that can be put into Freezer construction. They run easily, freeze quickly and economically and produce highly satisfactory results.



They Bring Trade and Help You Keep it
Place Your Order Now for Future Shipment
Your Jobber Handles Them

NORTH BROS. MFG. CO.

Philadelphia, Pa.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

The Philosopher of Metal Town

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle. They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized
"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS

The Metallic Roofing Co Limited
TORONTO & WINNIPEG

240

IT PAYS TO SELL THE "CHRISTY"

As it is British Made Throughout

Shows a
Good Profit
For the
Hardwaremen

Write for Terms to the Sole Manufacturers



Complete WITH Six Sheffield Steel Blades, Strop-Holder, and Strop.

RETAIL PRICE: $1.50

The "CHRISTY" Safety Razor Outfit.

The Christy Safety Razor Co., Ltd., 147, Queen Victoria Street, LONDON, ENGLAND.

Christmas Cheer



E are going to forget the "TACK" business and all the responsibilities connected therewith, and for the next two weeks we are going to try to enjoy ourselves.

We usually let you know all about our good things, so we pass along this advice and recommend that you give it careful consideration—

"All work and no play" is a poor trade-mark, and it is very seldom hitched to success.

LEWIS BROS.

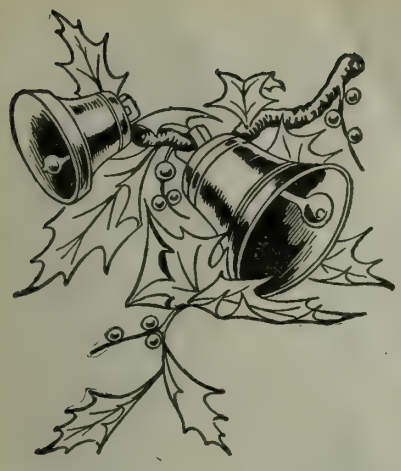
LIMITED

MONTREAL

Christmas and New Year's Greetings

WE WISH OUR MANY CUSTOMERS
AND FRIENDS
A
Merry Christmas
AND A
Happy and Prosperous New Year

Frothingham & Workman
LIMITED
Wholesale Hardware and Iron Merchants
Montreal, - Canada



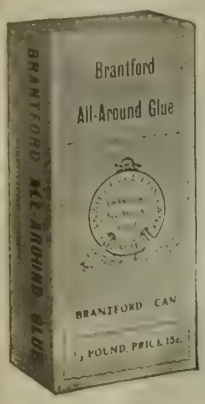


We acknowledge gratefully all past favors, and earnestly wish all customers and friends a very joyful Christmas and a happy, prosperous New Year.



Caverhill Learmont & Co

Montreal and Winnipeg



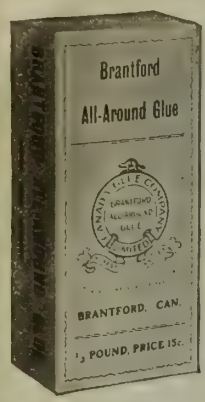
BRANTFORD ALL-AROUND GLUE

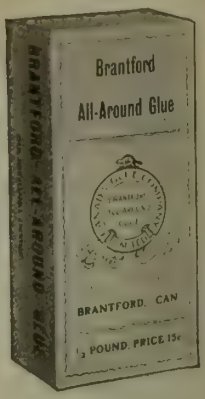
(GRANULATED)

THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "







IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.



That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

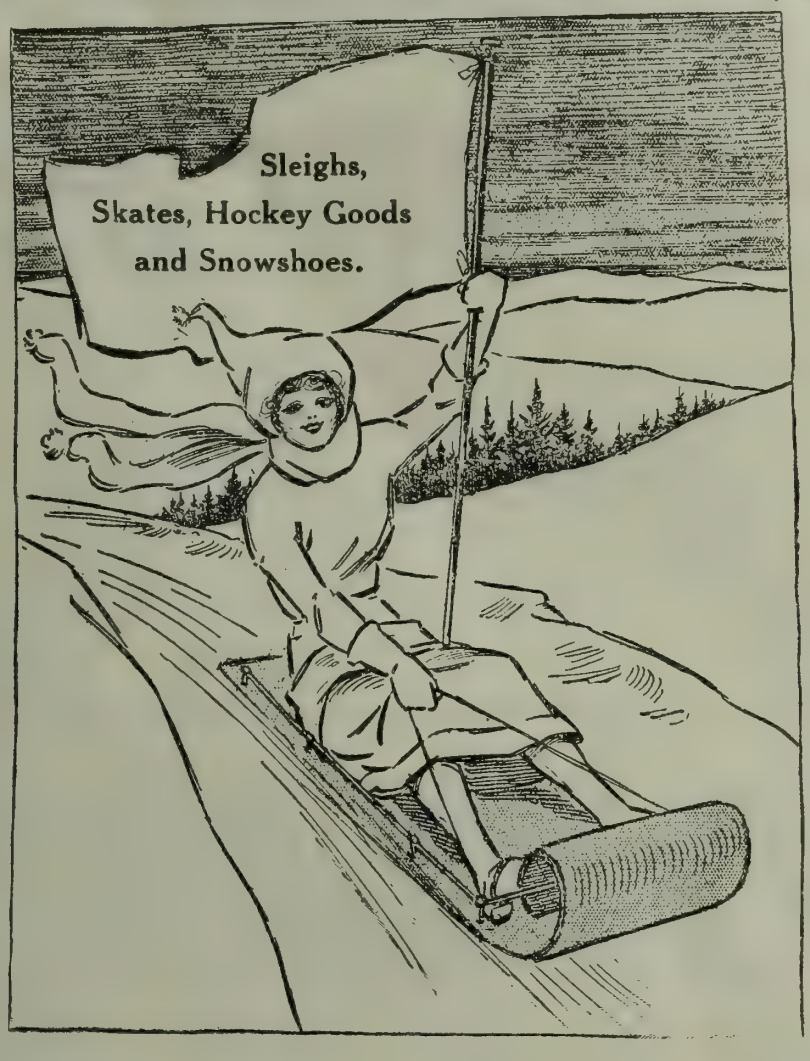
are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.

WINTER SPORTS



There is a big demand now for Winter Sporting Goods, and the dealers who evince a desire to get this trade can increase their sales by showing the lines needed, viz.:—Toboggans, Snowshoes, Skates, Hockey Supplies and Moccasins. Our stock is of high quality and our service is prompt.

SEND US YOUR ORDERS

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.

CSGCo. CRESCENT BRAND

BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

Products That Sell In The Winter



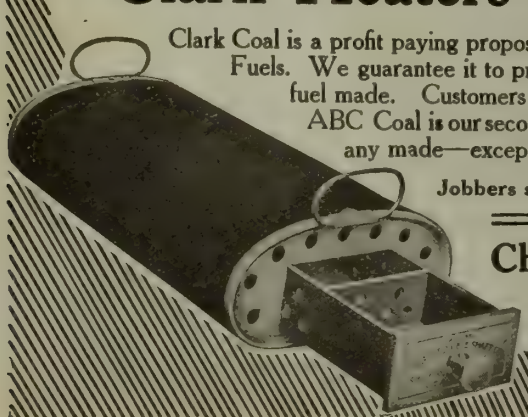
Liberal Advertising all the time makes Clark Products the Dealers' Line

Get ready for winter, before winter gets ready for you. Right now is the time to prepare for the demand—before the demand arises. No use in waiting until you have to turn customers away. Get ready **NOW.**

The demand for Clark Heaters is beginning. In every carriage, wagon, sleigh and automobile is a place for a Clark Heater.

The public will naturally ask for "Clark's," because they are made from best materials, have no soldered joints, no screws to get loose. Every joint is solidly riveted.

Clark Heaters and Clark Coal



Clark Coal is a profit paying proposition. Unquestionably the King of Heater Fuels. We guarantee it to produce 25 per cent more heat than any other fuel made. Customers **buy** this coal—guarantee or no guarantee. ABC Coal is our second grade fuel. Guaranteed to be the equal of any made—excepting our Clark Coal. Prices are interesting.

Jobbers sell these—or write for 1910-1911 Catalog.



Chicago Flexible Shaft Co.

250 La Salle Ave., Chicago

KEMP MANUFACTURING CO.



Kemp Manufacturing Co.

Cor. Gerrard and River Streets

Toronto, Canada

The Kemp Mfg. & Metal Co., Limited
111 Lombard St., Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., Montreal, Que.

STEEL RULES



MASS. TOOL CO. BRAND

Under the above brand we are putting out a very complete line of STEEL RULES in all lengths from 1 to 36 inches, and in all standard graduations.

We absolutely guarantee the accuracy of every Rule, and are sure the finish and style of workmanship will please your customers.

We will sell you at a price that will allow you a profit. We don't sell to users, and we don't have agents in every shop.

GIVE US A TRIAL

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

A Xmas Greeting

¶ The lull in selling, the silence of the factory, indicate some apparent change.

¶ CHRISTMAS IS HERE—and we soliloquize that all is not toil in life, there is a pause to take breath.

¶ We forget business cares, and take our respective places in the home, expending effort to make others happy, and accepting tokens of loyalty and comradeship.

¶ We will not speak here of the wares we sell—that might spoil the joyous time—but will extend OUR HEARTIEST GREETINGS to our customers throughout our vast country.

A Merry Christmas and a Prosperous New Year.

THE STEEL COMPANY OF CANADA, LIMITED, MONTREAL

DOMINION WIRE MANUFACTURING CO., LIMITED, BRANCH.

Disston Superfine Files

The genius of the Disston organization is strikingly manifest in this department of the great industry.

The superfine file building is perfectly equipped for the exceptionally fine class of work.

In this department we employ the most skillful workmen in America—many of them with half a lifetime of special training in our own establishment.

We make all the steel used. It is unquestionably the best steel in the world for superfine files.

Every file fully guaranteed.



A Section of the Su perfine File Department

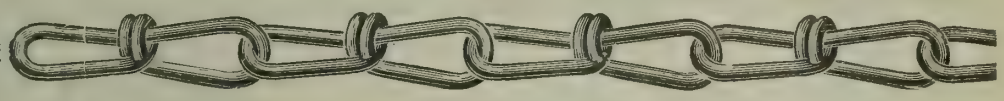
If you have work of any kind wherein close, smooth filing is required, by all means use a Disston Superfine.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.



No. 4

Quality Talks!

It pays to stock and recommend to your customers articles of quality and proven merit.

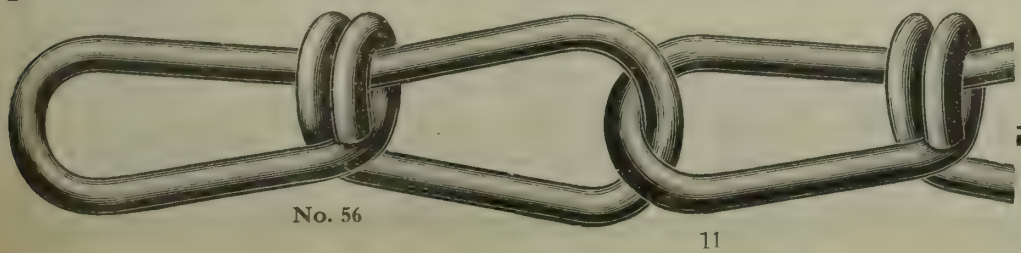
GREENING
STEEL WIRE CHAIN

is a line that will bring increased business to your store because it is a satisfaction-giver. We claim that it is the strongest, lightest and most reliable chain for every purpose, and its selling leaves you a good margin of profit.

Our catalogue points out many uses of wire chain that will enable you to get after new business. Consult it!

The B. Greening Wire Company, Limited

Hamilton, Ontario
Montreal, Quebec



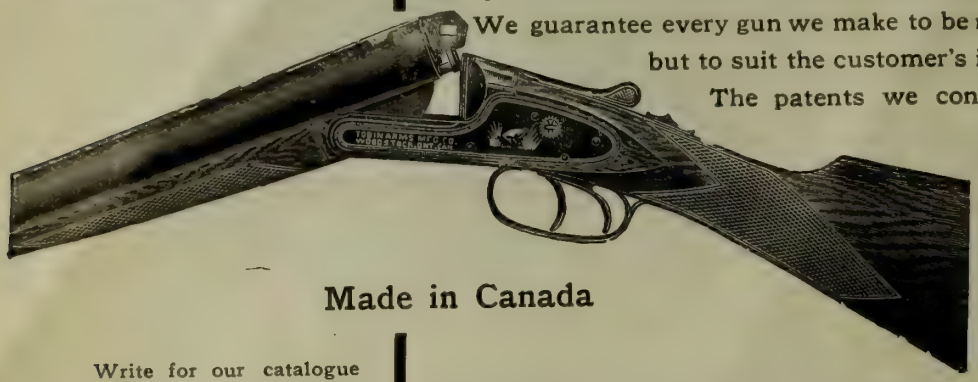
No. 56

It is Easy To Sell The Tobin Gun

Tobin Simplex Guns

Its fine finish and simple, complete construction give it first place.

Every Tobin Gun is built to sell another. Introduce it to your customers. We guarantee every gun we make to be not only perfect in workmanship, but to suit the customer's idea of what a gun should be.



The patents we control enable us to make a gun simple in construction, and, while not departing radically from what is recognized to be essential in the hammerless type of gun, it possesses new and exclusive features.

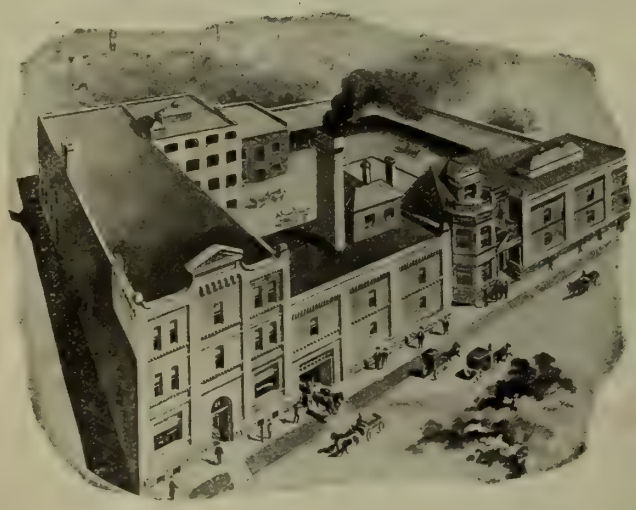
The material from which the Tobin Gun is made is the very best obtainable. Both the exposed and hidden parts of the gun are fashioned with the utmost care, which makes the Tobin Gun not only a good gun, but also a good-looking gun.

Made in Canada

Write for our catalogue and other information. We are anxious to establish connections with dealers everywhere.

Tobin Arms Manufacturing Co., Limited

Woodstock, Ontario

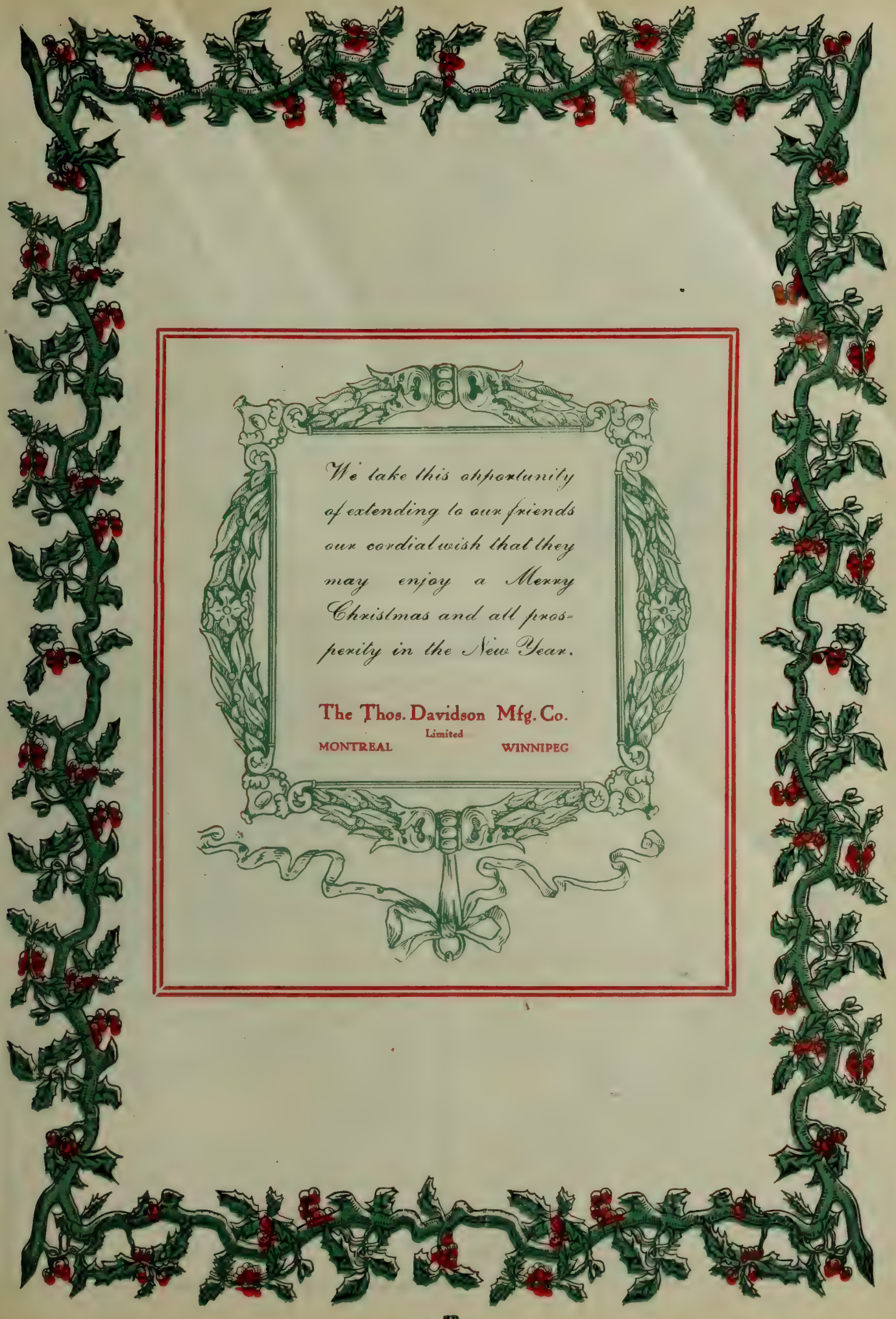


Ingot Aluminum

Aluminum Solder
Guaranteed Solder
Wiping Solder
Special Solder
Babbitt Metal, all grades
Yellow Brass Ingot
Red Brass Ingot
Ingot Copper
Spelter, Antimony, Phosphor Tin, Phosphor Bronze
Pig Lead, Block Lead, Brass Castings

If you don't see what you want here, ask

The Canada Metal Co., Limited, Toronto



We take this opportunity of extending to our friends our cordial wish that they may enjoy a Merry Christmas and all prosperity in the New Year.

The Thos. Davidson Mfg. Co.
Limited

MONTREAL WINNIPEG



Make Good Profits Carrying Our STEEL SIDINGS

There is a good margin of profit for you in handling PRESTON Steel Siding. That is a good reason why you should not only carry it, but give it a push.

It is an easy line to sell, because it has so many strong selling points. For one thing it is damp-proof. This will be appreciated by those who desire a dry house. It is fire-proof and practically lightning-proof, which appeals to those who want safety and a low insurance rate.

Large range of handsome stone and brick patterns suitable for many different styles of buildings

Write for all the selling points, and our interesting proposition. We've a lot to tell you that it will benefit you to hear.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q

Flawless in Quality. Attractive in Finish.

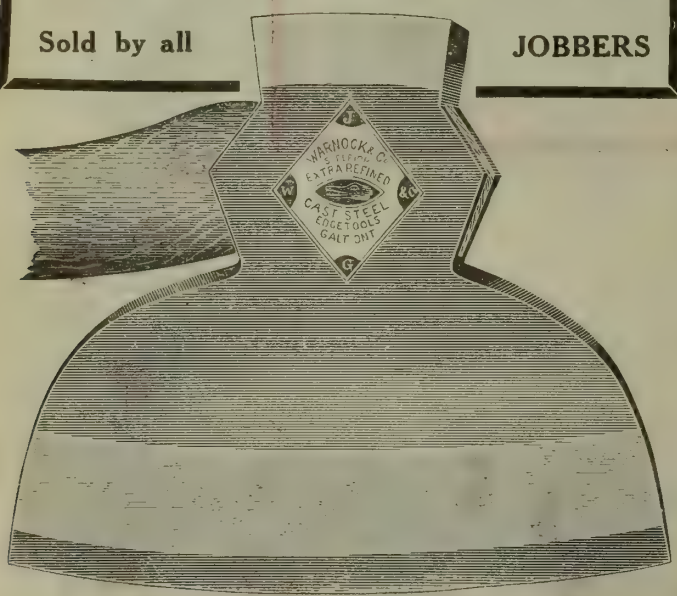
These are the distinguishing features of the Allan Hills line of Edge and Lumbering Tools. Every tool guaranteed perfect through and through

Allan Hills Edge Tool Co.

LIMITED

GALT - - - ONTARIO

Sold by all JOBBERS



THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



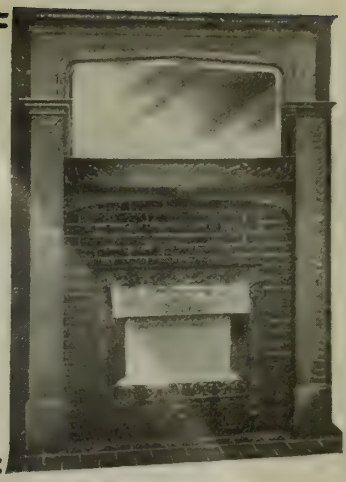
Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

This Mantel is a Beauty

The picture conveys a pretty fair idea of its simple, but graceful lines. Woodwork in quarter-cut White Oak, golden color, polish finish, and Birch Mahogany, polish finish. Height, 76 in.; width, 60 in. Wall plates attached to 5 feet wide. Tile opening, 42x42 in. Projection, 4 in. British Beveled Plate Mirror, 18x40 in.



Write for Complete Catalog.

The Barton Netting Company, Limited

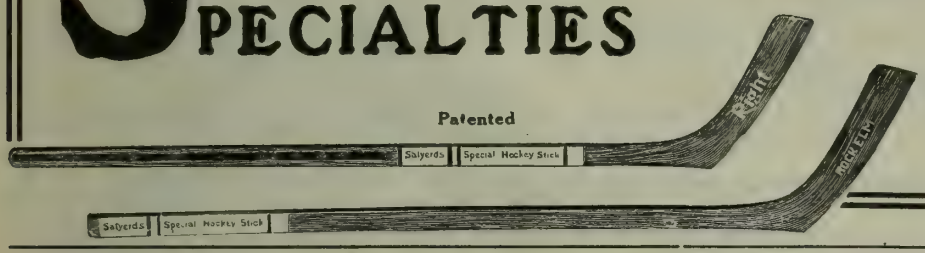
38 Ouellette Avenue, Windsor, Ont.

SELL SALYERDS' SPECIALTIES

We make a line to suit every player!

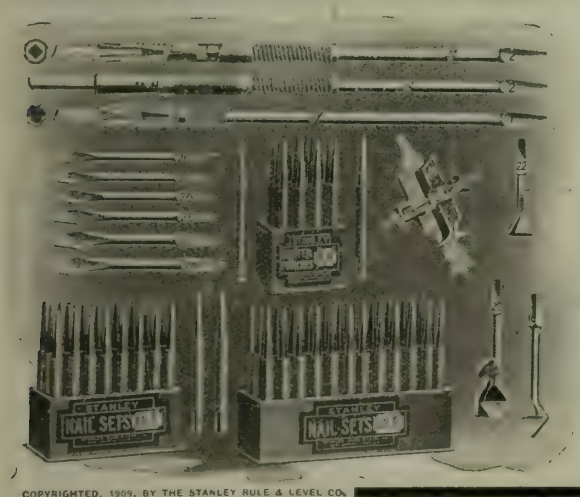
Second growth rock elm alone used!

Wholesale and Jobbing Trade only Supplied.



E. B. Salyerds,

PRESTON :: ONTARIO



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

We show here another group of tools we manufacture.

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach.—Will follow up a 5-8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single gunsare specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK



TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6⅝ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

Bell Brand Horseshoes

TRADE MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish,
with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

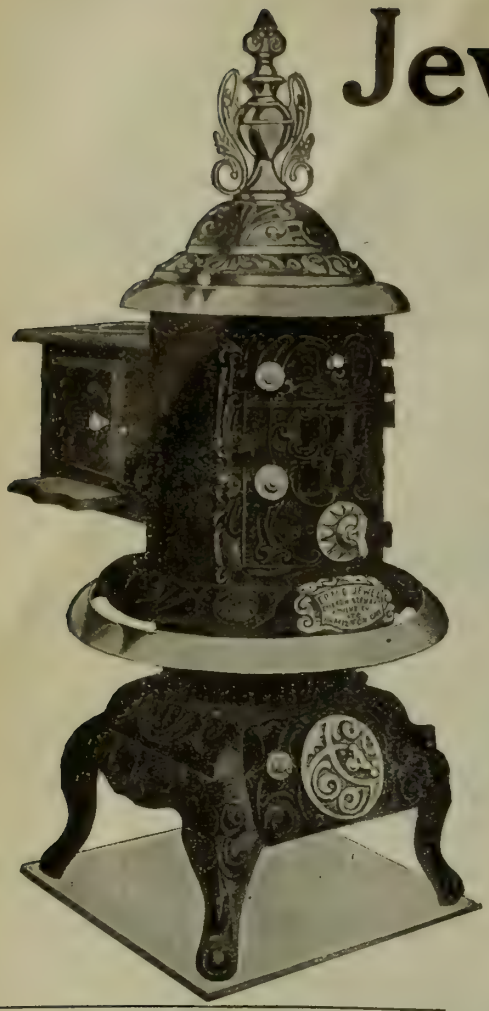
Here is a tea kettle that sells on sight.

———

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon



Jewel Stoves and Ranges



Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO



A Self-Selling Range

is the range most worthy of your attention. And that is just why you should be handling "Monarch Diamond" Planished Steel Ranges. Their good points are so numerous, and so plain to be seen, that little or no argument is required to make sales.

MONARCH DIAMOND

HIGH GRADE THE DIAMOND LINE RIGHT PRICE

Planished Steel Ranges

burn any kind of fuel. They have large, roomy ovens that cannot warp or be in any way affected when in use by cold air currents along the floor or elsewhere. The BODY is THREE-PLY—two layers of heavy steel, between which is a layer of asbestos. The FIRE-BOX is splendidly proportioned and is fitted with easily-removable duplex grate bars. The Front Key Plate is hinged, allowing access to fire for broiling, etc. Reservoir holds three pails of water, is made of heavy planished steel retinned inside. Fire Door is extra large; takes in rough wood, it is made double, outside nickel which does not tarnish.

No matter what line you have been handling, it will pay you to look into the "Monarch Diamond" proposition.

Write for Catalog and Discounts

Butterworth Foundry
LIMITED
OTTAWA - - CANADA

The Most Extensively Advertised Oil Consuming Devices on the Market

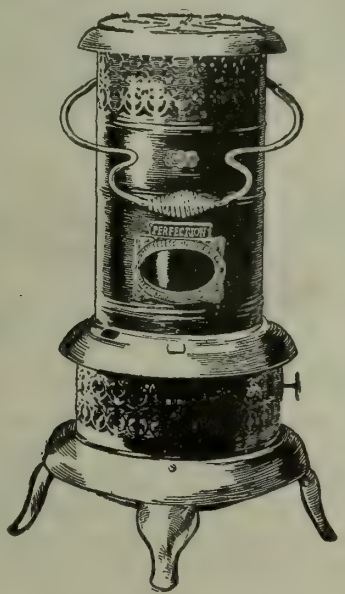
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

THE COMMERCIAL CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff. Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.

HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.

Mills at ST JEROME, P.Q.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.



"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers ask for prices and terms. Get real profits on your metal pump sales.

R. McDougall Co., Limited

GALT, CANADA

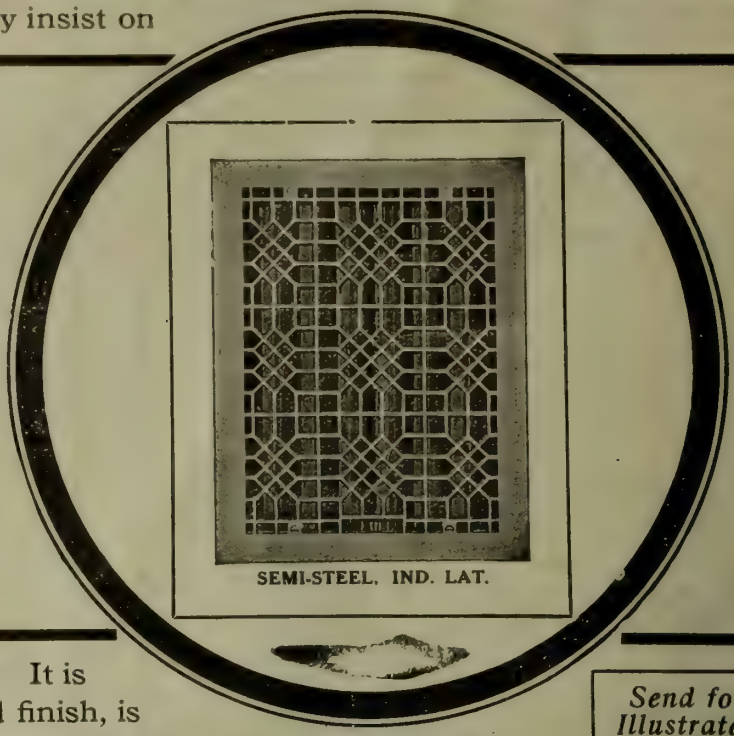
A Sure Proof of Merit!

When specifying on a job where only the best quality of material is to be used, leading Architects and Engineers invariably insist on

"T and B"

Registers Ventilators and Grilles

OR EQUAL QUALITY!

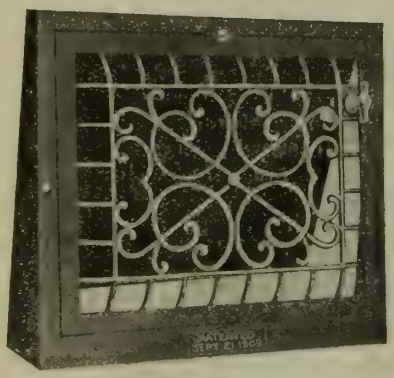


SEMI-STEEL, IND. LAT.

Are *you* handling this splendid line? It is pre-eminent for design, quality and finish, is profitable to sell, and admits the largest possible volume of heated air.

Send for Illustrated Catalogue

TUTTLE & BAILEY MFG. CO. OF CANADA, Limited - BRIDGEBURG, ONT.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

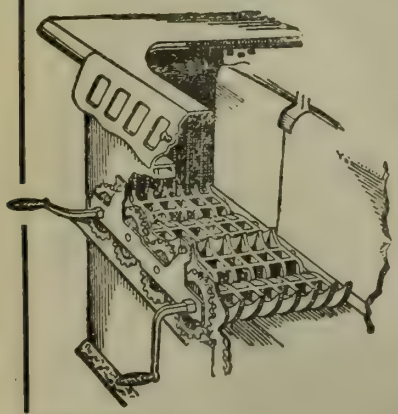
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Here's the Range to Feature!

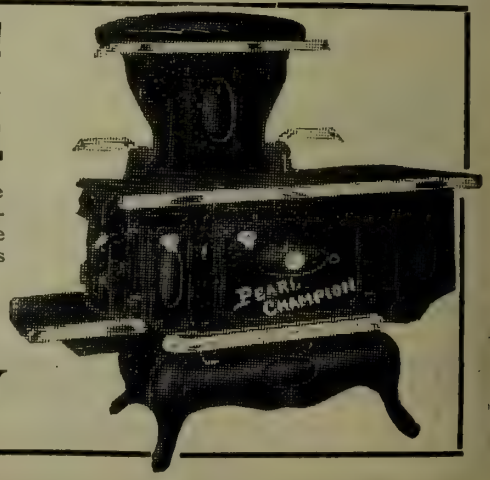
and it is just as good as it looks. The

CHAMPION RANGE

is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?

Send for catalogue to-day.



D. J. BARKER & COMPANY

PICTON, ONTARIO

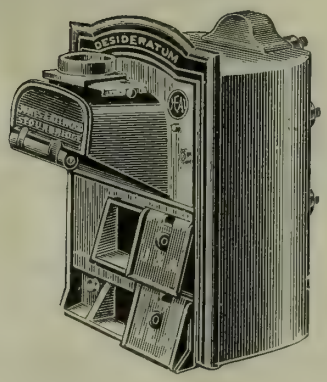
"ALL NIGHT"

BOILERS!!!

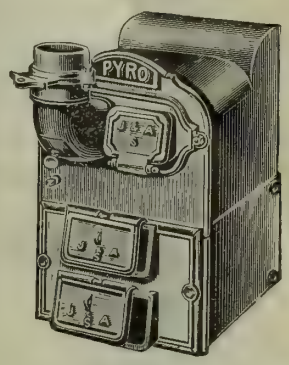
OF ANY DESCRIPTION OR SIZE



"DESIDERATUM"



"PYRO"



SUITABLE FOR HEATING GREENHOUSES, COACHHOUSES, MOTORHOUSES, FORGING PITS, ETC. OR LARGER BOILERS SUPPLIED FOR HEATING OR SUPPLYING HOT WATER TO DWELLING-HOUSES, SCHOOLS, CHURCHES, ETC. ESTIMATES PREPARED FOR COMPLETE APPARATUS.

ILLUSTRATED LIST FREE ON APPLICATION

JONES & ATTWOOD, Ltd., HEATING SPECIALISTS STOURBRIDGE, ENGLAND

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B. February 8th, 1909

J.W.Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:—

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

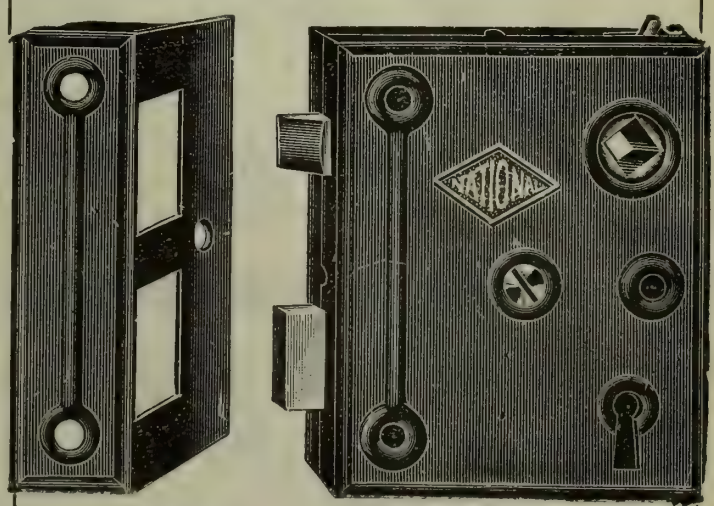
Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

BE CAREFUL

in your selection of Locks! Nothing has more influence on the Builders' Hardware trade than a satisfactory line of Locks. How are your stocks?



NATIONAL STEEL RIM LOCKS

are noted for their safety, strength, durability and finish.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

This Elegant Grape Pattern

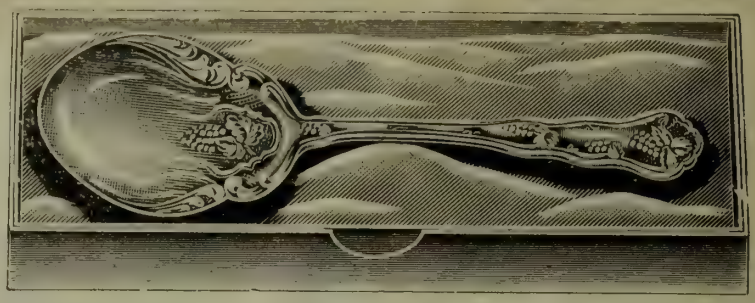
Berry Spoon

SELLS AT SIGHT

Made of Standard Al Plate, with either silver or gilt bowl.

They are veritable custom catchers and trade builders.

Order from your Jobber



The McGlashan, Clarke Co., Ltd., - Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill Street, Montreal, Que.
DAVID PHILIP, 291 Portage Avenue, Winnipeg, Man.
N. F. GUNDY, 61 Albert Street, Toronto, Ont.



Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.

Now is the time to start right!

Buy Laidlaw Bale-Tie Company's Products

and satisfy your customers.

Our OILED and ANNEALED WIRE is second to none in Canada. Once tried, always used.

All kinds of WIRE NAILS and Staples.

ANNEALED WIRE and WIRE BALE-TIES for Baling Hay
Our wire for this purpose is extra strong.

A Prosperous Year to All.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250

When you get a maker's brand, you know who is behind the goods, but when you get a private brand it's different.

GILBERTSON'S

COMET

is the maker's brand, and every sheet is guaranteed.

Sole Canadian Sales Agent:

ALEXANDER GIBB,
13 St. John St. **MONTREAL**

Jardine Universal Ratchet Clamp Drill

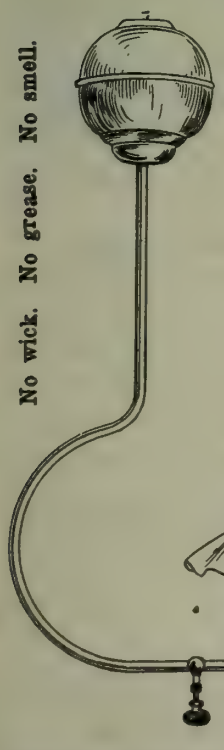
Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO



No wick. No grease. No smell.

FOR
BRIGHT STORE
GET THE
Auer Light
Makes its own gas.
$6.75
Gives more light than 10 oil lamps or 5 electric lights.
ECONOMICAL SATISFACTORY

"They midnight into noonday turn, but air instead of money burn."

Auer Light Co.,
MONTREAL
Established 19 years

Agents can make big money. Many styles. Write for terms.

When writing advertisers kindly mention having seen the advertisement in this paper.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.



Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



This shows how Adjuster is used.

IMPORTANT NOTICE

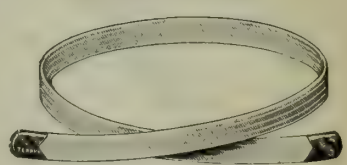


Terry's "AVECTA" Neck-tie Adjuster is worth looking into. It is a neat and simple contrivance, which saves 50% of neckwear expenses.
Sells readily when its advantages are made known. Is selling in thousands in England and the continent.



You may have any of these Electros for the asking.

Herbert Terry & Sons
Novelty Works,
REDDITCH, ENGLAND

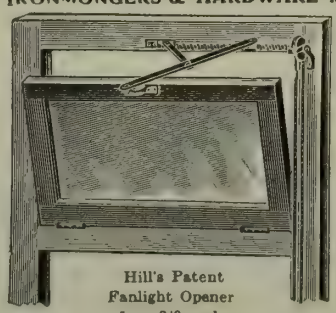


OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

JAMES HILL & CO., LTD.
Cable: James Hill, London.
IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent Fanlight Opener from 2/9 each.

Hill's Patent Locks, Hinges, Anti-Panic Bolts
and all kinds of Fittings and Hardware.
Castings, etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

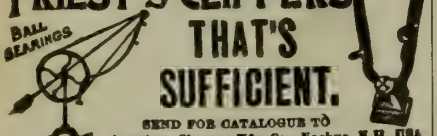
Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - Birmingham

HARDWARE SPECIALTIES.

Everybody

says our Cart-wheel ash sifter is the best ash sifter on the market. Light, strong and cheap. Shipped in a cart-wheel form, they never get bruised or damaged. TRY THEM.

MANUFACTURED BY
THE COLLINS MFG. CO, - TORONTO

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Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
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Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

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is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS, 586 Beatty St., VANCOUVER, B. C.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

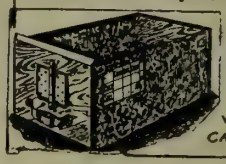
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

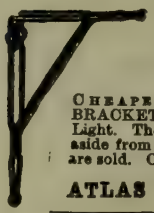
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL
HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
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All Steel. Cannot be broken.
Strong Cheap Durable
Minimum Weight. Maximum Strength
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Quick seller for the storekeeper who has customers looking for quality.
If you want the best axe made write us.
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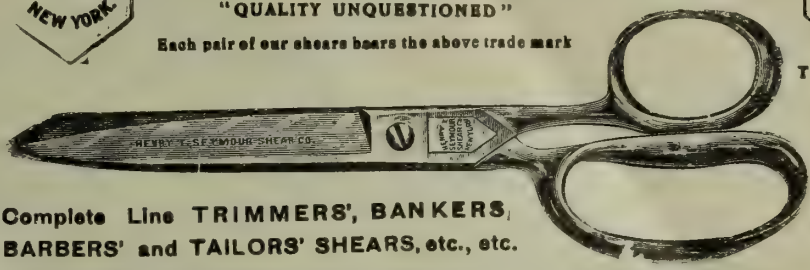
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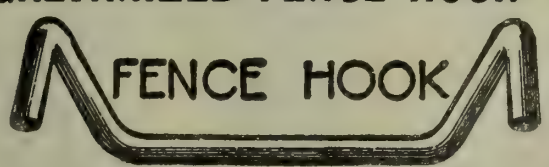
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Tinsmiths—Sheet Metal Workers

To Maintain Your Reputation "Always," "Everywhere,"

ASK FOR

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Our Experience is Your Safeguard.

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Straight Circular Combination

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Another reason is : Our persistent campaign of national advertising is continually convincing consumers and making them "RIPE" for the dealer's touch. But the biggest reason is:

Genasco
Ready Roofing

is made of genuine Trinidad Lake asphalt, and it resists and lasts longer than any other ready roofing.

It pays your customer and makes repeat-orders. And that's the reason it is bound to pay you.

Write for full information and samples.

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Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

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EVERY 100 SAW

is made of "Razor Steel."

is tempered by our "Secret Process."

is ground absolutely true taper.

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A high-grade saw for the best carpenters and mechanics.

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Metals, Iron and Steel

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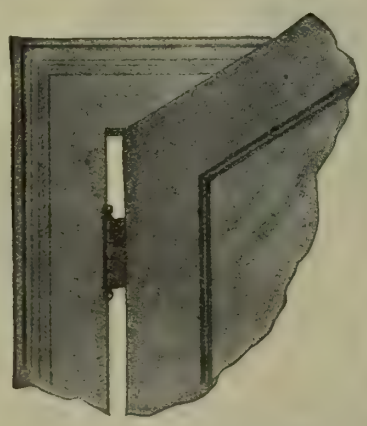
Toronto

Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

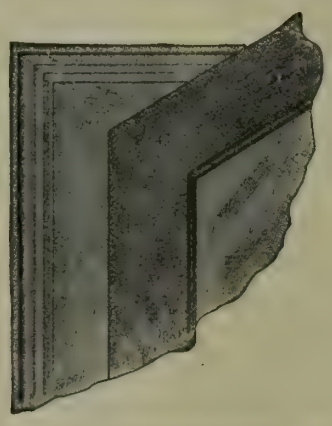
PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years.

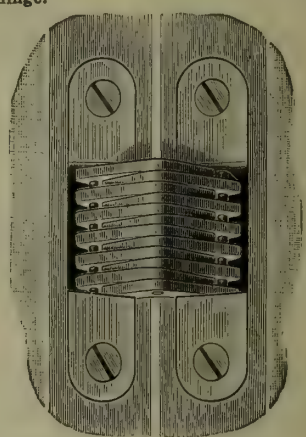
The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



Invisible Hinge as it appears when door is open

No. 101, suitable for wood ⅛" to ¼" thick (furniture work.) Will carry a door 3' x 18".

No. 102, same as above, but has square corners.

No. 104, wood must be ¼". Will carry a door 5' x 2' x ⅛.

No. 108, wood must be 7". Will carry a door 6' x 30" x 1½.

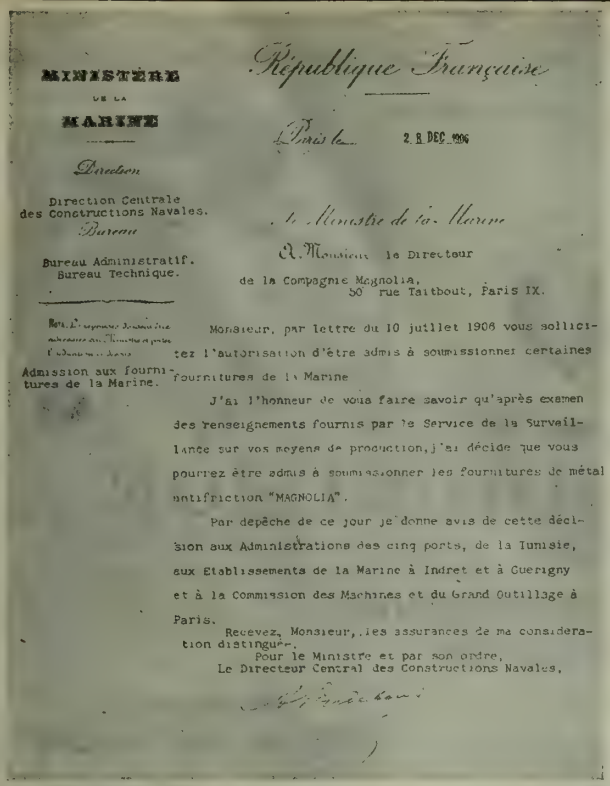
No. 112, wood must be 1½" to 1¾". Will carry a door 6' x 2' 6" x 1¾".

No. 116, wood must be 1¾" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.



MINISTÈRE DE LA MARINE

République Française

Direction

Direction Centrale des Constructions Navales.

Bureau

Bureau Administratif.
Bureau Technique.

Paris le 28 DEC. 1906

Le Ministre de la Marine

A Monsieur le Directeur de la Compagnie Magnolia, 50 rue Taitbout, Paris IX.

Admission aux fournitures de la Marine.

Monsieur, par lettre du 10 juillet 1906 vous sollicitez l'autorisation d'être admis à soumissionner certaines fournitures de la Marine

J'ai l'honneur de vous faire savoir qu'après examen des renseignements fournis par le Service de la Surveillance sur vos moyens de production, j'ai décidé que vous pourrez être admis à soumissionner les fournitures de métal antifriction "MAGNOLIA".

Par dépêche de ce jour je donne avis de cette décision aux Administrations des cinq ports, de la Tunisie, aux Etablissements de la Marine à Indret et à Guerigny et à la Commission des Machines et du Grand Outillage à Paris.

Recevez, Monsieur, les assurances de ma considération distinguée.

Pour le Ministre et par son ordre,
Le Directeur Central des Constructions Navales,

MAGNOLIA ANTI FRICTION METAL

TEST No. 783

By the Research Laboratory of the

FRENCH GOVERNMENT

These Tests were Divided into Three Sections

1st. Determination of the coefficients of friction under varying pressures.

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" Endurance Tests."

3rd. Determination of the rate of wear.

Report of these tests was accompanied by fourteen tabulations and the results were so highly favorable to Magnolia Metal—sustaining in every particular its well-known qualities---that the letter shown hereon was written by order of the Minister of Marine approving of the use of Magnolia Metal by the French Navy. No people surpass the French in scientific knowledge and highly technical, painstaking investigation, and their endorsement of Magnolia Metal is another strong link in the chain of evidence that we are able to furnish.

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THIS well-known Food Chopper is made with characteristic "Enterprise" skill and care.

For a popular-priced seller there is no chopper to equal it.

It's strong and simple, and the cutting mechanism is perfect. We guarantee it to chop *raw meat* and to do more and better work than any food chopper made.

Thousands of satisfied customers and extensive national advertising have made the "Enterprise" Food Chopper famous the country over.

If you would like to link your store to our advertising campaign, drop a line for some of our trade aids. Gladly sent free on request.

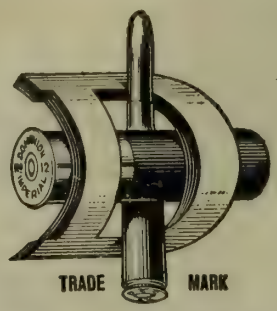
The Enterprise Mfg. Co. of Pa.

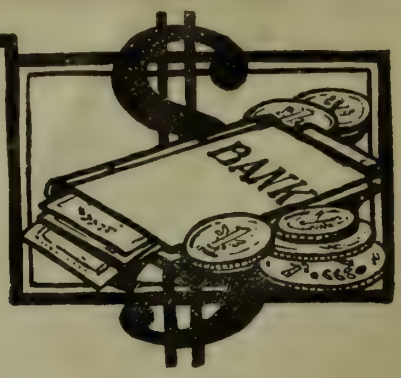
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MONTREAL, : : : : : CANADA



WONDER-SHINE FOR 1911

Four reasons why you should have **WONDER-SHINE** in Stock for the New Year.

WONDER-SHINE is an entirely new process of cleaning silverware, gold and plated ware. The easy way to remove tarnish---no rubbing.

WONDER-SHINE is known by thousands of Canadian housewives to be the best and quickest silver cleaner on the market. We are spending $10,000 in telling those who don't know.

WONDER-SHINE is backed by the manufacturers with a binding guarantee that it is absolutely non-injurious to silver, gold, plated-ware, hands or clothing.

WONDER-SHINE is a high-grade specialty and gives you 50 per cent. clear profit. Compare this with the small profit on staples, together with the proportionate investment.

There **is** a demand for **WONDER-SHINE.** Don't let your competitors monopolize this demand and reap your profits.

Send for a three dozen trial order. Each dozen in attractive display carton. Place one carton in your window and keep one always on your counter. Write to-day.

B48

Household Convenience Co., Limited, Toronto, Ont.

Agents for Quebec and Maritime Provinces.
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Agent for Manitoba and Saskatchewan.
DAW & WYSSMAN CO.,
67 Merchants Bank Bldg., Winnipeg

Agents for Alberta and British Columbia.
DONNELLY, WATSON & BROWN, Ltd
Calgary, Alta.

First of the Year is the Best Time for Taking Stock

Hardwaremen Would do Well to Start Early and Lose no Time in Completing the Work—The Relative Merits of Before and After Inventory Sales Discussed—Should Stock-Taking be Advertised?

Merchants differ as to the best time for taking stock, but the consensus of opinion favors early in January. A great many plunge into it right after New Years, others wait until the second week of the year before starting. A few have found it advisable to wait until February. In the latter instance, however, the date is generally placed late in order to allow the holding of pre-inventory sales.

Summing up all available information and weighing the arguments advanced by dealers of conflicting views, the conclusion is reached that the best method to pursue is to start as early in the new year as circumstances will allow. It is a dull season at best and the necessary time can be spared better then than at any other stage of the year. A further purpose is served in that the inventory follows directly after the close of the year and provides the merchant with the facts necessary to enable him to reach an accurate estimate of the business done during the twelve months. It is advisable that the close of the business year coincide with the taking of stock.

Clearing Up Sales.

Many merchants hold clearance sales around stock-taking time—some before and some after. A great majority favor the after-inventory idea and there are undoubtedly good reasons for this preference.

An advocate of the pre-inventory sale is M. Canfield, manager for J. R. Myers Hardware Co., Stratford. It has been the custom in the J. R. Myers store to hold a big clearance sale in January and follow it up by taking stock toward the end of the month. The results have been satisfactory and the practice is being continued. Mr. Canfield points out that, by so doing, it is possible to clear out accumulated stocks, old lines, and the odds and ends which are bound to gather in the course of a year's business. The sales, if successful in any degree, materially reduce the supply and make stock taking much easier.

Supporters of the after-inventory sale urge that, to bring the sales on before stock taking, is tantamount to putting the cart before the horse; that the sale is the logical outcome of the making of a stock taking inventory and not, in any sense, a preparatory step. They say that it is not possible to hold a clearing sale until the stock has been carefully sorted over. Taking of stock shows what lines need reducing and brings to light all odd goods which have collected during the year. It would be impossible to know beforehand what stock the store contained which required speedy handling, unless a sort of preliminary inventory were made. In other words, the stock would have to be more or less thoroughly gone over before the sale and then the real stock taking would come after.

However, there are a large number of thoroughly progressive dealers who get results perfectly satisfactory to themselves out of the early sale and it is therefore impossible to establish a set rule for all to follow. What suits one man's business does not prove satisfactory in another case.

Specialty Sales.

There is again another class of dealers who hold specialty sales after the taking of stock; that is, they make a display of some particular line of goods and endeavor to stimulate trade by featuring that one branch.

Turnbull & Cutcliffe, Brantford, hold a laundry and dairy supply sale in February each year. As a side line they feature a clearance sale in kitchen utensils, general tinware and heating accessories. This firm believes in doing things on a pretty wide scale. They advertise their laundry and dairy sale for a week in the daily papers, using half page space and attractively illustrating the matter with numerous cuts. They devote the whole second floor of their store to the lines featured and the result is a grand clearing out of the stock. Churns, separators, pans, washing machines, wringers, clothes baskets, clothes pegs and similar articles are sold in large bulk.

This firm is convinced that publicity pays to the fullest extent. Up to the last few years, they did not advertise the sale very extensively. Two years ago, they decided to try printer's ink and found an immediate increase in business. From moderate proportions, the sale grew at once to such size that the only difficulty was to handle it to the fullest advantage.

It Stimulates Trade.

One great advantage of holding a sale of some kind during the dull winter months is that it stimulates trade. People become interested in the particular line featured and come to the store. When they get there, some need may come to mind and a sale is made in that way. The difficulty at this period of the year is to get people into the store; the special sale effects this purpose. Once within they are as likely to buy as at any other time of the year.

Do Not Lose Time.

To hark back to the question of stock taking, it should be borne in mind that the sooner it is over the better. It is bound to prove a hindrance to trade in some respects. The clerks cannot be expected to display a very deep interest in making sales while this tedious and heavy work is in progress. They will wait on such customers as enter but their service will be strictly confined to supplying the needs of the caller as expeditiously as possible. Customers know this and prefer to do their shopping at any other time. It follows then that the best time to take stock is when least customers are likely to call. It is also apparent that the sooner the work is finished up the better it will be for the business.

As stated before, the dullest period is just following the Christmas trade and in practically all cases it will be wise to go ahead then without delay.

"Last year I decided to postpone stock taking," said an Ontario hardwareman recently. "My custom had always been to plunge right into it almost as soon as the last holiday customer had made his exit. Still there had always been some demand for left over Christmas goods during the time we were at work and it occurred to me that it might be a wise plan to postpone stock taking for a couple of weeks and get all I could out of this belated trade.

"I did so last year. Unfortunately my customers had come to expect that we would be hard at it right after New Year's and the expected increase in business did not materialize. The clerks stood around half the day with nothing to do. Then when we did get started, customers began to arrive with a rush, thinking it was all over. It was a very unfortunate state of affairs and cost me the loss of considerable business."

Let Your Customers Know?

In this connection, the suggestion was made by a practical hardwareman to the writer that merchants would do well to let their customers know when they intended to start at stock taking.

"Advertise the fact," he explained. "Start to tell the public some time before that they will oblige you and benefit themselves if they make it a point to do their shopping a little earlier. They will take the suggestion up. Also give them a hint that stock taking will be followed by a big sale of goods, when special inducements will be in order. What with those who hurry up with their shopping to avoid the stock taking period and those who wait for the special inducements, you will find your trade concentrated before and after, leaving a fairly clear period to finish the work. I have followed this plan and I don't think I have lost any trade. Business has evened up for me."

The Other Side.

Objection was taken by another dealer with whom the writer discussed the above suggestion.

"It would amount to warning custo-

mers off your premises," he declared. "Lots of them would neither hurry up their shopping nor wait until it was all over; they would just go to another store. Of course most stores take stock at the same period practically and that would help some. If an agreement could be reached with your competitors to choose the same week, the idea would work splendidly."

"One phase of it appeals to me," he added, "and that is advertising the after-inventory sale. I am a believer in advertising and I consider that what success I have achieved in business is due to the fact that I have never neglected to let the public know what I was doing."

One of the chief considerations should be to so arrange matters that trade will not suffer to any appreciable extent. What is lost during the actual period of work, should be made up in some way before and after. Some merchants effect this by taking stock at night time only. The idea bespeaks energy but not discretion. Business gains bought by overwork is not worth the price paid. A man's business depends greatly on his health. If he ruins his health, the business may also come to grief.

What To Do After the Holidays

A "Mid-Holiday" Sale Suggested to Clear the Store of Left Over Holiday Goods—The Beginning of the Year a Good Time to Lay Plans for the Enlargement of the Business—be Friendly With Your Competitor—Buy Spring Goods Early.

The Christmas rush is over and big holes have been made in the stock, but there is quite a lot of articles left over which if not disposed of during the next two or three weeks will be dead stock for a year besides being considerably depreciated in value in the interval.

A "Mid-Holiday" Sale was conducted by an Eastern Ontario hardwareman a year ago and during the week between Christmas and New Years practically every left over article in the special Christmas stock was disposed of, a discount of ten per cent. being offered to make all goods move. The day after Christmas a circular was distributed to every house in the town announcing the sale and by the time the buyers commenced to arrive the stock had been thoroughly overhauled and the clerks had been directed as to what it was desired to sell. What would otherwise have been a dull week was turned into a season of activity and while profits were sacrificed both merchant and customers benefited by the sale.

Many people plan family gatherings and entertainments for New Year's Day and all of these call for an extra supply of table ware, cutlery, food choppers, and similar articles of table and kitchen use.

Too many merchants let the opportunity pass of having a clean up of their holiday stock during the holiday week. After the Christmas rush, the stock is in disorder and the clerks are willing to "let things slide." The merchant is liable to be cranky and customers few and far between. Unless something is done to liven things up the week passes and a New Year begins before the staff becomes efficient again. It is well, therefore, to make a final effort during the last week of the year to top off and increase the holiday trade with the results of a "clean up sale."

Such a sale is also valuable in the preparations for the annual inventory which should be taken as early as possible in January.

Keep the New Resolutions.

During the year that has gone many plans for improvement in the store system have been evolved by the merchant and some of these have been laid aside to be put into force at the beginning of the year. Adopt them now and if the preliminary trial indicates that their use will enable the work of the store to be more efficiently done, insist upon the new method of doing things be carried out to the letter.

No store system is perfect and if thought has not yet been given to plans for making the details of the store run more smoothly the beginning of the year is the proper time to go into the matter.

Experience may have shown that a remodelling of the store is advisable, that additional space is necessary for the storage of goods, the display of paints or some other class of stock. A new store front may be necessary or the establishment of a stove display room above the store. Now is the time to give thought to these things and though the work may not be gone on with at once plans should be worked out before the rush of spring business compels the giving of all attention to the stocking up and sale of seasonable goods.

Be Neighborly.

The new year offers an opportunity for the renewal of friendship or the making of new friends. If you and your next door competitor are not on speaking terms because of some real or fancied wrong of some time in the past, be man enough to begin the year by calling upon and extending the hand of fellowship to the supposed enemy. It is small mindedness and mighty poor business to be at odds with you competitor, and profits will be lost by both unless a change is brought about.

An important factor in bringing warring competitors together has been the Retail Hardware Associations organized in different parts of the United States and Canada. Hardwaremen get together at conventions, and soon realize the advantage of developing a friendship with other hardwaremen in nearby towns—and this is but a step toward bringing the retailers in one town together. At the convention, too, across the dinner table, stories are told of how the hardwaremen in a certain town got together and decided to stop cutting prices on nails or white lead, and, as a result, all had increased margins of profit at the end of the year.

One instance which illustrates how advantage can be taken of friendships created during the convention, happened last spring when dog muzzles were a much wanted article. A dealer in a Western Ontario village who was pretty handy at the workbench found it difficult to secure a stock of muzzles, so he set to work and made up a supply. Then he telephoned to two or three hardwaremen in adjoining towns, and finding they were short of stock, he arranged to make up several dozens for each, and for a month did a rushing business in dog muzzles.

The turn of the year brings nearer the date of the big hardware convention to be held in Peterboro Feb. 21 to 24 next, and Ontario retailers will be wise in arranging to do their stocktaking in January or in the early part of February, in order that they may be able to attend the convention without interruption to their business.

Buy Spring Goods Early.

Travelers for many lines of goods will begin their calls upon the trade during January, and judging from the difficulty experienced in securing deliveries of many lines during 1910, and the bright outlook for 1911, it will be well for retailers to place early orders for spring goods. Little attention need be paid to the talk of trade depression in the United States, as it seems to be largely a result of political causes. Canadian factories are extremely busy and orders in their hands are very heavy. Consequently the manufacturers look for an even greater trade in 1911 than during 1910.

VARNISH TRAVELERS' CONVENTION.

The traveling representatives of the International Varnish Company, Ltd., met at their head offices at Toronto on December 19 and 20, when the past year's business was gone over and plans and suggestions for 1911 trade considered. A feature of the meeting was a presentation to J. E. Ebersole, the general manager of the company as a token of the esteem in which he is held by the staff. Following the presentation the party adjourned to the Queen's Hotel, where the annual banquet was held and an enjoyable evening spent.

The staff of Pinchin, Johnson & Co., manufacturers of Minerva paint, who had also been holding a convention, joined with the International Varnish Company staff, in the banquet party on Tuesday evening.

Merry Men About the Banquet Board

Members of the Dominion Commercial Travelers' Association Hold Annual Meeting and Banquet—J. Bevans Giles The New President — Politicians and a Railway Magnate Present—Sparklets Gathered Up From Around The Board.

Staff Correspondence.

Montreal, Dec. 22. — More than two hundred commercial "line" men attended the annual meeting of the D. C. T. A. at the Windsor Hotel on the 17th inst. The centre of interest no doubt lay in the declaration of the poll, but there was quite an amount of important business transacted.

The retiring president, S. J. Matthewson, occupied the chair, and was supported by J. Bevans Giles, vice president; W. J. Egan, past president; Max Murdoch, treasurer, and H. W. Wadsworth, secretary.

The annual report showed a net increase of 377 members during the year, making a total membership of 7,007.

A Retiring Speech.

Before retiring from office, the president, S. J. Matthewson, expressed thanks for the support given him, and pointed out how much responsibility rested upon the directors in regard to investment of funds. In this connection, he threw out the suggestion that the association should consider the advisability of appointing an architect or estate agent to value properties on which loans were made.

All other business being concluded, the audience were relieved to hear the retiring president with a nervous tremor of excitement exclaim: "Gentlemen, the psychological moment has now arrived." Amid cheers he declared J. Bevans Giles, traveler for Radnor Water, elected by a majority of 185 votes. No sooner had the excitement subdued, than Chas. Gurd, his opponent, rushed forward and clasping "Bev." by the hand, declared: "Gentlemen, there's many a slip 'twixt the cup and the lip—I've slipped."

The audience was not slow to applaud this show of good feeling, and every one was pleased to see the two rivals stand hand in hand.

The Banquet.

More than four hundred members sat down to the annual feast provided by the association at the Windsor Hotel on the 19th, and a right jolly crowd they were.

Labor King Talks.

The Hon. Mackenzie King was warmly received, and after stirring up a patriotic feeling, referred to the rapid development of Canada, and stated emphatically that what confederation meant in politics, transportation meant in trade, and that unless the country could be held together by transportation facilities, it could not be united as it ought. Consequently there ought to be no feeling against the expenditure of money toward the increasing of such facilities as the deepening of harbors and the furtherance of public works. It is all for the good of Canada. He further mentioned that he had traveled round the world, and knew how far Canada's trade extended. It was not confined to land, but was stretching across the oceans both east and west. This not only made it necessary for trade interests to consider the accommodation to carry this trade, but for the government to consider the necessary provisions for the protection of that trade.

A Plea for Unity.

C. J. Doherty stated that what Canada needed was not merely the means of transportation, but a close study of the conditions in all sections of the country; and these conditions were met by the commercial travelers whose business brought them in contact with people from one end of the country to the other. They could aid in creating a feeling of pure Canadian patriotism which recognized neither east nor west, without racial differences or clash of creed, in which all could unite in a common pride of Canadian citizenship.

Max Murdoch then proposed the toast of "Our Guests," to which Chas. M. Hays, president of the Grand Trunk, responded.

Travelers' Superior Knowledge.

The latter indulged in an amount of pleasant badinage with the travelers regarding their much more intimate knowledge of train conditions. "You know better than I do what time No. 3 and No. 5 go out. You can tell me what conductor is on board. Moreover you know what stations these trains stop at —where they should stop. In fact, you can possibly give me very forcible arguments as to why the tariff on excess baggage should be reduced." He predicted that within three years the Grand Trunk Pacific would extend to the coast.

"With the growth of transportation interests the relations between the people and the transportation companies is bound to become a most important question, which may even take the place of the tariff as a public issue. It will be a question you will have with you all the time, and we may not always see things eye to eye, as to what rates and service shall be. But I am glad to meet you tonight, and if I can in future meet you in connection with these transportation interests, and give you the reasons for the faith we have, I have a strong belief that we shall not be far apart, and that we together shall proceed in doing, what we are both interested in doing—developing to the utmost extent the commercial interests and advantages of Canada."

Several other toasts were proposed and briefly responded to, and at the conclusion S. Wotherspoon proposed "The Press," to which a representative of the MacLean Publishing Co. replied.

The officers elected to fill the remaining positions were:

Ed. Duckett (A. McDougall Varnish Co.) Vice-Pres.; Max Murdoch, Treasurer. Directors: H. M. Levine (Montreal Shirt Co.); Eug. Poitevin (L. H. Hebert Co.); M. W. Hackett (Lymans Limited); W. C. Murray (E. W. Gillett Co., Limited); W. J Irving (Jas. Smart, Limited.)

"Chat Over the Table."

The wit from "Bit's" table was as sharp as his razors. They're Tit Bits. all right!

"I heard that a couple of telegrams were received at the Montreal office of the president's company, one prior to the declaration of the poll reading: "Waters troubled. Rise in the Springs." One later read: "Waters subsided. Now calm and settled."

"That's a fine show Poultry Johnny Gunn has on. He's going to make Guelph and Ottawa sit up."

"Say, Max Murdoch's a worker, O. K."

"Who said Bev. Giles had "Little Baptiste" under his arm?"

It is rumored that the rate on excess baggage was reduced on December 20th. Why?

Over 400 big men, and all obedient to little "Bevans." The banquet was the most successful ever held. Order was perfect, and this was due mainly to the wisdom of the president running one item of the programme on top of the next one, thus not giving an opportunity for talking which has in the past been a noticeable embarrassment.

Although the travelers' dinner is never taken seriously or what is spoken regarded in a grave manner, yet the remarks of C. C. Ballantyne could not fail to make the most uninterested listener sit up and take notice.

Juniors were in evidence more so than in past years. This is an encouraging sign.

"Bobby" Wilkins was there with the goods, as usual, and was "Nae sae bad." In fact he was the only person that attempted a joke.

Those were nice bluepoints, but they came from malpecque beds.

And let me the canakin clink, clink,
And let me the canakin clink.

A traveler's a man;
A life's but a span;
Why then, let a traveler drink.

(Apologies to Iago.)

HARDWARE AND METAL

Established 188

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

PRIZES FOR HOLIDAY ADS.

Some excellent samples of holiday ads. have been forwarded to Hardware and Metal in the competition recently announced, in which two prizes of $5 each are offered for the best announcements of Christmas goods, one prize to go to the winning competitor in towns and cities over 5,000 population and the other cheque to be sent to the merchant or clerk writing what is considered the best ad. appearing in a paper published in a Canadian town or village having a population of less than 5,000.

As has been frequently announced prizes of $5 each are offered for the best window displays of holiday goods, the same dividing line of 5,000 population being used to separate the retailers in the larger cities from those in the smaller places and give the latter an equal opportunity to show the merit of their displays, prepared, as a rule, under less favorable conditions.

In these competitions it is aimed to encourage a greater interest in holiday advertising, and to allow readers in different parts of the country to see samples of the ads. and displays prepared by their brother clerks and merchants in other sections. The advantage is mutual as the one who sends samples of his own work will most likely be the most interested student of the work of other competitors.

Send copies of your holiday advertisements and a photo of your Christmas window to Hardware and Metal this week. The competitions close on New Year's Day.

HOW TRADE PAPERS HELP.

The clerk owes it to his employer and to himself to endeavor by every means in his power to improve his knowledge of the trade in which he is engaged. It is not sufficient to know the stock in the store. The clerk who is going to make a success of his work is the one who studies the business from every standpoint, who is anxious to assimilate new ideas, who considers methods of salesmanship and endeavors to find ways of reading and satisfying his customers. He should not make it his sole ambition to sell goods, but should strive to satisfy the customers as well so that the trade of that particular person will be placed with the same store in future. To be of real value to his employer, a clerk must know something of the art of effective display, so that the store will be kept bright and pleasing to customers. In fact, there is no branch of the trade that the salesman should not keep in touch with, in his efforts to improve his own insight into profitable and progressive business methods.

This can be done by observation and by reading. "When I was a clerk my employer kept telling me that I should never fail to read the trade papers carefully and digest mentally everything that they said," remarked a Berlin hardware merchant the other day. "I was brought up on Hardware and Metal, so to speak, and to what I saw there, I attribute a great deal of the success that has come to me since I started out in business for myself. I still watch it closely. Undoubtedly a great deal of useful information can be obtained by paying close attention to the ideas of other men as reflected in the trade journal. The clerk who is anxious to make something of himself should not neglect this ready source of information relating to all branches of the business in which he has engaged.

TO TEST FIXED PRICES.

There is to be another judicial test in California of the right of manufacturers of special products to establish a standard price and enforce its observance by contract upon wholesale and retail sellers. It is getting to be a matter of interest and importance in a considerable line of productio Some time ago a manufacturer of olive oil in California, who had a special brand of his own, brought suit for damages against a retail dealer for cutting the price, the observance of which had been a condition of its sale. He won his case.

The court held that fixing a price to be observed throughout the trade was not an effort at monopoly, as only a particular brand of the goods was affected, which the plaintiff alone produced, and the competition of others was not restrained. The producer was under no obligation to sell to any particular dealer or to anybody at all, and might do so on his own terms. Maintaining a standard price was only a reasonable means of "securing the legitimate benefits of the reputation which his product may have attained."

The new suit is being brought by a company manufacturing a cereal food which has a brand of its own, against a department store in San Francisco. This store offered through its advertisements the article at a price below that fixed by the manufacturer.

The principal contention of the price cutters in such cases is that when they have purchased the goods they have a right to dispose of them at whatever price they see fit to ask. They claim that the manufacturer who gets his own price cannot enforce upon those who buy his product a limit below which they cannot go. He may not be obliged, they say, to sell except upon his own terms, but having once sold he cannot enforce the terms by any contract.

The outcome of this case will be followed with interest by the Canadian trade. Whether the manufacturer will have the assistance of judicial authority in maintaining his price is the question that will be determined.

STOCK-TAKING METHODS.

Stock-taking time is now close at hand and hardwaremen would do well to give the matter close consideration. The taking of stock is an operation which must be carried out thoroughly if the merchant desires to find exactly where he stands financially at the end of the year. Only by a careful listing of the stock is it possible to accurately gauge the amount of business done, the relative activity of different lines and the possibilities of each department. Stock-taking is the barometer of business; it indicates when all is plain sailing and gives warning when storms are ahead.

Some merchants do things on a haphazard scale. The natural result is that they do not get much good out of it. They are not able at the end to tell just what business was done during the year, nor are they thoroughly acquainted with the stock that is left in the store. Further, the lack of system in stock-taking entails some loss of trade. It is only by adherence to a fixed plan, which makes allowance for attention to customers during the day, that trade is conducted throughout without any undue hindrances. In the series of articles now appearing, Hardware and Metal is endeavoring to throw light on this question by showing what methods are pursued in various hardware stores. Perusal of the articles will doubtless be of value to hardwaremen at this time of year when they are planning for the work.

A SUGGESTION BOX.

The first of the year is the time when new ideas are most frequently taken up. Merchants then take a retrospective view of the year's work, estimate where they have succeeded and where failed, and think of ideas to improve business in the future. It is the logical time to inaugurate new plans and methods of conducting the store.

In order to get new ideas, many employers, both departmental and private, have introduced the suggestion box idea. That is to say, they offer a reward to employes who make a deserving suggestion tending to economy or efficiency in the conduct of the business. The plan is a good one. A clerk who keeps his eyes open is bound to acquire an insight into different phases of the trade and is in a position to make suggestions toward the improvement of conditions. The employer who encourages his staff to take an interest in the question of improving the store will find that it pays him.

TRADE PAPERS WIN OUT.

Toronto assessed The MacLean Publishing Co. as a business concern at 60 per cent., claiming that the assessment act applied to daily newspapers only, and that trade papers were not newspapers because they did not give general news.

The MacLean Co. at once entered an appeal on the ground that trade papers were newspapers within the meaning of the Ontario Assessment Act; they were specialized newspapers; being in the same class as the country weeklies in furnishing exclusive news for their class of readers. It was shown that the best country weeklies devoted themselves entirely to their own field, that they gave no general news whatever, and The Freeholder, Cornwall, published by the first vice-president of the Canadian Press Association was produced as a type of the modern country paper.

The matter came before Judge Winchester, who very promptly decided, on looking over The MacLean Co.'s various publications, that they were clearly newspapers, in that they gave most important political, trade and general news of interest to a very important class in the country.

Questioned by the Judge, the official representing the city, admitted that society, religious and similar publications were newspapers, but argued if a publication gave news to business men it could not be a newspaper. The absurdity of the argument was so apparent that the Judge stopped him, telling him in effect that there was no use his going on; that news that interested merchants and manufacturers was news as much as any other class of news, and of a higher value.

This is apparently the climax of a fight against trade newspapers that has been going on for some years, openly instigated by certain big dailies, supported by leading mail-order houses. The latter argue that trade newspapers are demonstrating to merchants in other cities and towns that advertising in their own local dailies and weeklies and improvement in their business methods will bring them as much up-to-date as the big city stores. The people are being educated by the advertising in the smaller dailies and weeklies to buy at home and they do not respond to the advertising in the big dailies as they used to.

For years they tried to get the post office to impose a higher rate of postage and to harrass them in other ways; but Parliament is legislating for all Canada and not for Toronto and the secret influences at work in the department came to naught.

THE PRICE OF LINSEED OIL.

In Monday's issue of the Montreal Gazette, an interview was published with a prominent paint man, in which he expressed the opinion that there were indications of a lower market on linseed oil. This question is one of general interest to the trade. Many of the importers and crushers were seen by Hardware and Metal with reference to the situation and, while the opinions received where in some cases divergent, the majority inclined to the view that prices would remain firm for some time, at least.

Straight Talks on Hardware Salesmanship

TALK No. 7 BY VICTOR LAURISTON

The Noble Canine—personifying and typifying the entire canine races in Western Ontario—has during the past eight months or so been wearing a sort of wire birdcage on his head. Not because he likes the fashion; but for the protection of the public.

This isn't an essay on dogs, nor on rabies, nor on that oft hotly debated theme, the relative value of the dog and the child. It's just the yarn of the hardwareman who, when the muzzle ordinance first leapt forth upon him, was ready for it, with his business gun loaded to the muzzle.

The muzzle ordinance didn't spring like a tiger from the jungle—not by any means. There were lots of premonitory rumblings and roarings. The papers of the province were full of them. First someone who didn't own a dog suggested that all dogs ought to be muzzled. Then someone who owned a dog, scouted the idea. Then a city council somewhere discussed a muzzling by-law, and turned it down. And then the muzzling order—but we anticipate.

This hardwareman happened to be one of those fellows who reads general news and does his thinking in hardware. When he read the first muzzling suggestion, he communed thus:

"Muzzles? What does a muzzle look like? I've never handled one. But if the dogs are to be muzzled, someone will have to sell the muzzles. That's me. Then where am I to get the muzzles? How much will they cost? How soon can they be delivered?"

He fixed up these thoughts straightway into a letter which he duplicated to half a dozen firms that struck him as likely to know something about dog muzzles. He wanted samples, prices, terms—and, above all, he wanted to know how soon the muzzles could be delivered. Within fifteen minutes after writing, the letters were in the mails.

The rabies scare spread. Muzzling talk grew louder. Someone whispered that a general muzzling order was to be issued. Here and there rival hardwaremen began to take notice. They decided to write for quotations—to-morrow.

Next day the order was out, with its $200 penalty attached. There was a pretty general rush for muzzles. At three stores in this particular town there wasn't a muzzle to be had. "We'll order them for you — telegraph right away—have them here to-morrow, sure," customers were told.

In the fourth store dogs in leash were sitting around, waiting their turn, while clerks hustling at top speed, fitted them with muzzles of which the merchant carried a plentitude in all sorts and sizes; and the quarters were tumbling into the cash register drawer as thick as snowflakes in December.

By the time the other chaps had their muzzles in, sixty-seven per cent. of the dogs in the town and the country immediately adjoining were trotting about with their heads birdcaged, their tails dejected and woe in their brown eyes.



Dogs of all sizes and descriptions were fitted with muzzles.

Of the remaining thirty-three per cent. a good half were irreconcilables who declared they'd go to police court before they'd submit.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66

MONTREAL.

Prices are again unchanged this week, primary market quotations not being wide enough to alter existing quotations. Trade naturally shows the commencing of the mid-winter dullness, although owing to the shortness of stocks in users' hands it is not anticipated that the falling off will be as marked as in former years. In fact some jobbers anticipate a quick revival after the turn of the year, as industrial reports are very favorable to a good demand for the finished article.

All the metals have had their share of the business going although there is no doubt that but for the high prices obtaining in tin this metal would have probably been the most prominent seller. There is a good tone all the way round induced by the prospect of strong business in January, and if the primary markets show more stability satisfactory business should materialize.

The situation in London and New York has not shown any great developments, barring the fact that tin fell away a few points in London, but the syndicate still holds control, and users are not buying more than they are absolutely obliged to. Copper was affected by speculation in London, and in the end fell away slightly in New York. Spelter remained steady in London but at St. Louis the slow decline was not checked. In fact all the metals are on the depressed side in New York. Lead is steady, and showing unusual firmness. The American iron and steel situation is practically unaltered. The industries are marking time until the turn of the year. The pig iron market is quiet but prices are being held. The finished steel market shows more firmness. Production is still on the downgrade.

Pig Iron.—Business continues quiet, and will be so until the new year. With stocks short in the small users' hands business is expected to pick up rapidly. The larger interests are supplied for the time being but they will have to come into the market sooner than they anticipated if reports speak true. Ex-store prices are as follows: Summerlee No. 1, $21.50 to $22; Middlesboro, No. 3, $18.50 to $19, Canadian No. 1, $19.50.

The United States market has been quiet, orders being on the small side but prices are steady and production is still on the downgrade. Hopes are still being pinned on the marked revival of business during January and February. Cleveland warrants show steady quotations and fair trade is reported.

Tin.—Tin quotations are unaltered locally. Business has naturally fallen off. The high prices obtaining is naturally not inducing forward booking, while of course, trade is bound to be quiet at this time. There are evidences, however, that plenty of business is waiting a favorable opportunity to come in. The London market has shown fluctuations but the syndicate have maintained control. Legitimate consumption is reported dull both in London and New York.

Copper.—Prices are unchanged. Like the other metals copper is showing a slackening off, although the smaller users carrying no stocks are buying steadily from day to day. New York has fallen away slightly, and holders are ready to cut for large sales. The consumption on the whole is dull, users having bought enough to last over the Christmas term.

Spelter.—Spelter is firm and unchanged. There is fair business going through from the smaller users. The English market is firm, but St. Louis is still on the down trend.

Lead.—The market is firm and considering the time of the year business has been satisfactory. The smaller users are most prominent. The English market maintains its firmness for the time being.

Scrap.—The market continues quiet, and the demand for both fine and coarse metals has become sluggish. We quote: Heavy copper and wire, 11c; heavy red brass, 10c; heavy lead, 2¾c; light copper and bottoms, 9c; tea lead, 2¾c; machinery cast iron, No. 1, $14.50; No. 1, wrought iron, $12.50; malleable, No. 1, $9; miscellaneous steel, $5; stove plate, $12.50.

TORONTO.

Toronto, December 23.—The local market is dull. Little trading is being carried on, neither buyer nor seller showing a very keen interest just at the present time. Some orders come in still but they are practically all small. One local house reports a fairly good demand for spelter but the trading in other lines is nominal.

The decline noted in spelter elsewhere has not yet had the effect of bringing local figures down. Easier prices are quoted here in lead; otherwise there has been no change in metal quotations.

Tin holds strong and high and the impression here seems to be that it will continue pretty much the same for some time yet.

Pig Iron.—Demand is light as might be expected at this time of year. Local prices remain stationary at: Canadian No. 1, $19.50; No. 2, f.o.b. furnace sellers, $19; Middlesboro, No. 3, $20; Summerlee, No. 2, $22.50; Cleveland, No. 1, $20.50; Clarence No. 3, $20.75; Jarrow, $20.50; Glengarnock, $22.50.

Tin.—There is no tendency to revive interest in tin at this stage and conditions remain dull. Some trading is done but orders are placed only where necessity compels. The local price remains at the high figure of 42 cents. Reports from the primary market are to the effect that the success of the syndicate has failed to create confidence in prices. Nevertheless the syndicate's control is so complete that nearly all orders from America find their way to them. The opinion prevails locally that the syndicate is likely to keep control for some time yet.

Plates and Sheets.—Light trading is being done. The season is now practically over but some orders are being placed for future requirement.

Copper.—The confidence expressed in American circles that an era of lower production has been entered has had a good effect. Still orders and inquiries are at a standstill pretty much at present. The dullness in New York has caused a slight decline but the producers there are comfortably supplied with future orders and show no desire to force sales. The price locally has remained firm.

Lead.—Easier prices are quoted in lead. Domestic, which was given last week at $3.85 is now sold from $3.60 up and imported runs from $3.75 to $3.90. There is not much trading done just now in lead, despite the easier tone to the market.

Spelter.—One local house has received several large orders in spelter during the past week but this is the exception rather than the rule and most firms have not done much in this line. The tendency noted in the primary markets to bring prices down is rather contrary to the opinions held a week ago, when a stiffer tone was anticipated. The local price has not responded.

Old Materials.—The general dullness holds good in the case of scrap materials. Little trading is being done. Prices are: Heavy copper and wire, 11¼ to 11½c; heavy red brass, 10¼c; heavy lead, 3c; light copper and bottoms, 9¾c; tea lead, 2½c; machinery cast iron, No. 1, $14.50; No. 1 wrought iron, $10 to $11; malleable, No. 1, $8 to $10; miscellaneous steel, $6 to $7; stove plate, $13.

U. S. METAL MARKETS.

Cleveland, O., Dec. 22,—The Iron Trade Review to-day says:— Holiday dullness more pronounced than for several years is being experienced in the iron and steel trade. Trading has been extremely light during the past week and production is being curtailed, but prices of crude steel, plates, shapes, sheets and wire products are firmer at present than at any time this month. Manufacturers are showing a strong disposition to maintain prices following the series of meetings held during the past ten days by representatives of the various branches of the steel industry. Except in a few instances consumers are giving little attention to their requirements over the early part of the new year and are confining purchases to cover urgent needs.

HARDWARE MARKETS

MONTREAL.

Dec. 23.—Taking everything into consideration trade has been unusually good for the week preceding Christmas day. The earlier part of the week was marked by rush orders from nearby points for sorting up in carvers, and other cutlery lines, and in razors, shaving sets, manicure sets, scissors, etc. These were promptly attended to, and the dealers in all probability got the goods in time for the closing scenes of their holiday trade. Locally the rush kept right up to the finish. The general opinion among the jobbing houses is that the purely holiday demand has been much above the average—possibly a record.

Staple lines have been moving steadily in a sorting up way, and it is evident, that merchants are working on light stocks all the way round. Builders' hardware still shows up well locally. Snow shovels have quickened with the snow falls but they are not moving with old time force as yet. Sorting up is being done in weather strip, sleigh bells and sleigh heaters. Enamelware is in fair request.

The markets are firm in tone, and unchanged. Booking with the arrival at headquarters of the various traveling men has naturally fallen off. There is a confident feeling that next year's trading is going to be something worth talking about.

Winter Lines.—The demand has shown up surprisingly well this week, and is an evidence of the light stocks in dealer's hands. All lines have been called for, and the general assorted character of the orders have created comment. Snow shovels have improved, but further falls of snow are wanted to give the right strength to the call. Sleigh bells and heaters are being demanded. Weather strip is likewise in fair request. The markets are firm, and there is a good undertone for starting a new year's business.

Christmas Goods.—A few rush orders from nearby points, and fair pressure locally marked the purely Christmas goods demand. Jobbers are pleased with the demand this year, and believe it to be one of the best if not the best on record. A striking feature has been the extended range of articles called for showing that dealers have gone much more progressively into the holiday trade. Cutlery, however, proved the most prominent seller.

Sporting Goods.—There is still a good movement in skates and hockey sticks in a sorting up way. Toboggans and snowshoes continue quiet owing to the absence of much snow. There has been a steady demand for gymnastic supplies, and dumbbells, Indian clubs, home developers. Fencing sticks and basket ball accessories have shown good movement.

Builders' Hardware.—The movement keeps up well so far as the local call is concerned. The country demand has naturally fallen off. The market is unchanged, and we quote: Lock sets (inside) $4.25 per doz. and up; lock sets (outside) $13.20 and up; common rim locks, $1.10 per doz.; porcelain knobs, $1.10 per doz.; sash cords, 32½ to 33c.

Lumbermen's Supplies.—Steady business is being done in axes, axe handles cross-cut saws, boot calks and snowshoes. The market has a good tone and the demand is fully up to the average.

Bolts and Nuts.—The demand has quieted down for the time being. The markets are steady, and prospects look good. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Wire.—Until travelers get out again business will be on the quiet side. Good booking is anticipated next month. We quote: Barbed wire, $2.25; plain twist, $2.55; galvanized wire, $2.20; base coiled fencing (9), $2.25; (12), $2.40; staples, bright, $2.60; galvanized, $2.85.

TORONTO.

Toronto, Dec. 23.—There has been a falling off in trade activity but conditions are still exceptionally brick for this time of the year. Not only are there plenty of supplementary and last minute orders coming in for Christmas goods but the demand for general hardware lines is good. The year, which has been a splendid one in every respect, bids fair to wind up with more active conditions than for some seasons past.

No changes in price have been made. A marked characteristic of the hardware market throughout the season has been the steadiness of all lines. There have been but few changes made and none of a material nature.

"We are busy every day right up to closing time," said one jobber, to-day. "It is quite apparent that the trade is finding the Christmas trade heavy. The amount of supplementary orders we are receiving shows that some lines are greatly in demand."

Seasonable Goods.—There has been no noticeable slackening in the demand for winter goods. Sorting orders, some of good sized dimensions, are being received for blankets, lined mitts, sleigh bells and heaters, runners, snow shovels, weather strip and other goods of the same description.

Household Goods.—Orders for kitchen utensils are still in receipt but it cannot be said that the demand is very active. Merchants are busily engaged with the wind-up of the holiday trade and on leaving their sorting-up orders in such lines until the rush is over . Still there is a little better movement in mop handles. brooms, tubs, boilers and tinware than is generally anticipated at this season of the year.

Builders' Hardware.—There is a seasonable demand only in builders' hardware. Trade will pick up, it is believed, as soon as the festive season is passed.

Heating Goods.—"We are much busier than during the same time last year," said the sales manager of a stove firm to-day. "I don't recollect any previous year when there has been so much activity during Christmas week, or for that matter throughout the whole of December. As we are starting stock taking we could get along without so much trade but, of course, are not complaining."

The year's trade has been of the bumper variety and the present activity is going to round off the volume of trade done most handsomely. As the travelers are off the road, the orders now received are all by mail, thus indicating a rather more than seasonable activity in stove sales by the trade.

Sporting Goods.—The call for skates and sporting goods has slackened as practically all merchants are now stocked up. A few sorting orders have been received and small lots are in demand.

Heavy Hardware.—Trading is, generally speaking, satisfactory for the seasoni of the year. Carriage bolt discounts are quoted at: ⅜ and smaller, 70; machine bolts, ⅜ and smaller, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Christmas Goods.—Small orders are received for practically all lines. Dealers are rushing in demands for odds and ends of goods to tide them over the holiday season. The jobbing houses are able to look after such orders promptly but it keeps them busy.

ONE MANUFACTURER'S LINE

A firm in Ohio considers the paint business a profitable line to handle in connection with hardware, if the line is a good one and confined to the paints made by one manufacturer. The line should be as complete as the size of the town justifies. It is believed that little attention should be given to getting the business of the average painter, as collections will invariably be slow from this class of customers, but the firm conducts this branch of its business on the theory that it pays to keep the best line in town and finds that persons who are accustomed to dealing elsewhere drop in for articles not obtainable at their regular trading places and pay cash for their purchases. This firm attributes the increase in its paint sales year after year to the fact that paint is displacing the use of wallpaper in many cases, and is being used to cover floors instead of carpets; also to the general tendency of house owners to brighten up their property. It is claimed by this concern that no class of merchants are in a better position to handle this line than hardwaremen and to get the business upon a profitable basis.—Iron Age Hardware.

Ex-President of Wholesale Association Passes Away

Thomas Henry Newman, one of Canada's Best Known Wholesale Hardwaremen, Dies at Montreal, on Wednesday, at the Early Age of 59.

It is with the deepest regret that we record the death at the age of 59 of Thomas Henry Newman, of the firm of Caverhill, Learmont & Co., Montreal. Mr. Newman has been ailing for over two years, and he took two trips to the West Indies to see if the change and the rest would set him again. But although he fought hard the complication of heart trouble and diabetes, proved too much, and he sank away on Wednesday at noon after being unconscious for several hours. He was born on July 11, 1851, in Toronto. Mr. Newman, whose mother was a Miss Caverhill, entered the firm of Crathern & Caverhill as a boy of 14. He went through all the departments, and early showed that business ability which made him so prominent in the wholesale hardware world. The late Mr. Crathern at the Wholesale Hardware Banquet in Montreal, in 1907, said that Mr. Newman sold more goods in three months than he (Mr. Crathern) used to do in twelve. No ordinary salesman could have obtained such a commendation from a critical authority like Mr. Crathern. On the other hand Mr. Newman was equally emphatic in his praise of Mr. Crathern, for he said, at the same banquet, that the ideas, the influence, business training, and in fact any little success achieved by him were due to the personal example of Mr. Crathern. There is no doubt that the pupil was worthy of the master.

It was while Mr. Newman was in charge of the cutlery department that those changes occurred which lead to the retirement of Mr. Crathern, and the formation of the firm of Caverhill, Learmont & Co. Mr. Newman then became a member of the firm, and took a more prominent hand in the development of the house.

Although business took up such a large part of his time, Mr. Newman was twice chairman of the Wholesale Hardware Association, and was always keen in promoting its welfare. He was also active in the Board of Trade, being an ex-chairman of the Transportation Bureau of that organization. He was also an energetic church worker.

Mr. Newman leaves a widow and three sons, Frank Ross Newman, Henry Newman, Jr., who are with the firm, the former having returned from the Winnipeg office early this year to take over his father's work, and John G. Newman, who is Montreal manager for the McClary Manufacturing company, and a daughter, Mrs. Gurd.



THE LATE THOMAS HENRY NEWMAN.

Personal Characteristics.

Kindliness was the dominant characteristic of this notable hardwareman. It was curious that he should have passed away so soon after his splendid friend and teacher, the late James Crathern. Mr. Newman dearly loved in private and in public to refer to the sound teachings he received from Mr. Crathern. In the old days when James Crathern was head of Crathern, Caverhill Co. and afterwards the Caverhill, Learmont Co., Mr. Newman was serving his time as clerk. He imbibed the basis of his success, so he often said, from James Crathern. It is therefore not surprising that in business method Mr. Newman in many ways resembles his former chieftain. That kindliness and consideration for others which always possessed Mr. Newman was inculcated by James Crathern. They were, in fact, like father and son. However Mr. Newman early showed the shrewd qualities of buying and selling, of mastering details that easily placed him in superior positions and then partnership. From the smallest employe in the house up Mr. Newman was known for his kind "Good morning" and pleasant smile.

He was a true and generous friend to his staff and to all who knew him well. But if anyone played him false he was a dangerous foeman and would not readily deal with that party again. However, his best saying was that "It is very difficult to forgive the person who has wronged you—only the superior person can do it." He was one of those superior persons, and the staff of Caverhill Learmont will realize it now.

In his public utterances he never failed to refer in some way to the great British Empire and the illustrious sovereign, our late King. In fact love of the British association was one of his fads. This, however is not surprising when the old family name of Newman is remembered and the connections can be traced back, it is said, to the Royal families. Another of Mr. Newman's neat expressions was "If you do not know what to say, don't say it." At the Board of Trade where he was a prominent figure, his rosy face and pleasing jest were loyally welcomed and whatever he suggested was always on that supreme gracious basis, coupled with the highest code of commercial probity involved in the "greatest good to the greatest number."

At the meeting of the Wholesale Hardware Associations, his voice was always on the side of equity and sound common sense. Any trade agreements were human agreements when he sanctioned them and no dealer's or manufacturer's interests failed to receive that judicial consideration for which he was noted in business and social life.

The smaller merchant many a time came to him for a word of comfort and advice in dark days and Mr. Newman

tided many a good man over difficulties by putting his finances on the right track, or that is he taught the man how to help himself. From the four corners of this country there will be sympathy go out to the man whom many of the merchants never saw but who had felt his influence in encouraging messages and valuable commercial optimism. The man whose personality permeated almost every order, radiated into almost every department and yet presided over the great machine of the big jobbing house with a serenity and success, will live long in the history of Canadian hardware life. It will serve as an indictment against the growler and the grouch, and will lead the younger generation up to the gospel of hope and idealism in all business life.

T. H. Newman was in latter years a martyr to failing health caused largely by overwork in his younger days. He has often told the writer to be sure to speak to him as his eyesight was failing and even with his powerful glasses he would fail sometimes on the street or otherwise to recognize those whom he knew well. He has often remarked that he hoped he hurt no man's feelings in such a way as it would cause him great regret. It is a beautiful monument to leave in business that he was always kind.

HARDWARE TRADE GOSSIP

Ontario.

W. J. Mickus, Preston, is handling a large heating contract in St. George.

A. W. Poole, Toronto manager of the Brandram-Henderson Co., is in Montreal this week.

David Findlay, of Findlay Bros., Carleton Place, was a visitor in Toronto on Tuesday.

Robert Morrow, of Wm. Stairs, Son & Morrow, Halifax, spent several days in Toronto last week.

J. P. Noonan, Mount Forest, has installed a 12-foot silent salesman for the display of electrical fixtures, silverware and cutlery.

Purvis Bros., Sudbury, are again supplying their customers with a calendar, they considering this a productive means of advertising.

Ald. Albert Welch, stove merchant, Toronto, is not a candidate for re-election this year, he having served two years at the council board.

A new plate glass window in Bond's hardware store, Guelph, was broken a day after it was put in, by an oil stove being placed too close to it.

The London Free Press in its issue of Saturday, December 17, gives a sketch of D. H. Howden, of the D. H. Howden Co., hardware wholesalers of that city.

John Caley, formerly with the Plume & Atwood Rolling Mills Co., Thomaston, Conn., has accepted a position with the Ontario Brass Rolling Mills Co., New Toronto.

F. C. Surbeck, manager of Benjamin Moore & Co., West Toronto, is spending a week or so in New York, attending the annual meeting of the managers, etc., of his company.

W. H. Gerke, general manager of the Martin-Senour Company, paint manufacturers, Montreal, spent Tuesday in Toronto. Mr. Gerke reports remarkably successful year's trade in all parts of Canada.

Col. Gartshore, of the McClary Manufacturing Company, London, spent Tuesday and Wednesday of this week in Toronto. The travelers of the McClary Company's staff held their annual conference at London last week.

Parkhill merchants have agreed to close their places of business from January 2, 1911, to April 30, 1911, at 6 p.m., excepting Saturdays. A. W. Humphries & Son and the Steele Hardware Store are included in the list.

Through an outbreak of fire in an adjoining store, McMillan Bros., hardware merchants, Guelph, suffered loss to their stock to the extent of about $1,000, chiefly through water. About two feet of water was left in their cellar.

The Dunn Hardware Co., Port Arthur, have issued a calendar showing a pretty woodland scene, a hunter in the distance, and two settlers about to bush a covey of grouse in the foreground. "Sportsman's Scouts" is the title.

M. Weichel & Son, Elmira, have discontinued their previous custom of sending Christmas calendars to their customers, and have instead given a japanned tray. To the customers of their two stores, 2,600 of these trays have been sent.

At the end of the year the hardware business of F. J. Rosebrugh, Essex, will be taken over by the Essex Hardware Company. Mr. Rosebrugh is selling out on account of his wife's ill health. Ray S. Malott, who has been in Mr. Rosebrugh's employ, will be manager.

Fred. G. McBrien, hardwareman, is again a candidate for alderman in Ward 6, Toronto, and has an excellent chance for election. In 1909 he polled 2,444 votes, while in 1910 he increased the total to 2,565 votes. There is room on the city council for an aggressive young business man like Mr. McBrien.

W. F. Shaw, superintendent of the new steel factory at Cobourg, was present at the last meeting of the town council, when the taxation exemption by-law received its second reading. He is the patentee of the process whereby finest tool steel is made direct from magnetic iron oxidi sand, holding three patents in Canada, and two in the United States. During the winter, Mr. Shaw will prepare patterns for castings, and, as soon as the weather permits, a concrete foundation for the building will be laid. The company will start with twenty combined crucible and reduction furnaces. It is fully anticipated that the by-law will carry on January 3.

Quebec.

A fire broke out on the second floor of the wholesale paint and varnish establishment of Mander Bros., Montreal, on Sunday night. It was extinguished before serious damage had been done.

Robert Munro, of the Canada Paint Co., Montreal, has returned from Lakewood, N. J., much benefited in health. His many friends in the trade will be glad to know that he is in harness again.

Western Provinces.

Fred L. Gimby has opened a hardware business at Meldon, Sask.

James Rae, Medicine Hat, has sold out his stock of hardware.

The Pioneer Hardware Co., of Davidson, Sask., have been incorporated.

Finseth Bros., hardware dealers of Ryley, Alta., have sold to P. P. Kjosness.

W. W. Kearns has opened a tinshop and implement business at Eyebrow, Sask.

A. J. Falconer & Co., have sold the Deloraine, Man., branch of their hardware business.

McLellan & Co., Perdue, Sask., are opening a tinshop in connection with their hardware business.

The stock of Morris & Taylor, hardware and implement dealers, Castor, Alta., has been purchased by the Williston Trading Co.

J. E. McRobie has been appointed assistant hardware appraiser at the Winnipeg Custom House. Mr. McRobie has been connected with the wholesale hardware trade for many years.

The Merritt Mercantile Co., Merritt, B.C., are opening up in the new Collett building with complete lines of hardware, gents' furnishings and ladies' wear.

Maritime Provinces.

Frank McLaren, who for several years conducted a hardware store in Digby, N. S., has returned to his old home in Brighton, and will remain for a couple of months. He has been located in Cobalt for some months.

New Companies.

The Montreal-Midway Oil Co., have incorporated with a capital stock of $600,000, to extract and manufacture petroleum oil and to extract all other oils and minerals.

J. H. McComb, Ltd., have incorporated to manufacture roofing, flooring, paints, varnishes, papers and canvas. Capital stock will be $50,000 and the head office will be Montreal.

IMPROVING THE STORE TONE.

What are you doing to raise the tone of your store?

Are you steadily improving the quality of the goods, to give your customers a maximum value for the price? Your competitor probably is.

Do your methods conform to the golden rule? Are they as liberal as your competitors'?

News and Methods of Canadian Hardwaremen

Threatened Cutting Off of Electric Light in Seaforth is averted by Agreement Between Town and Company—In the Meantime Hardwaremen do big Business in Lamps—Methods Adopted to Increase Holiday Trade—Hardwaremen in a Runaway in London.

Seaforth.—The town of Seaforth was thrown into a state of consternation on Saturday last, by the announcement that the Electric Light, Heat and Power Co. had decided to close up the plant and not supply any more light after Monday night, December 19. This action would have entailed great loss to the merchants who would have been unable to conduct business satisfactorily during the evenings of Christmas week. Residents who depended on electric lighting in their houses were likewise caught unprepared and there was a rush for oil lamps. The hardwaremen did quite a business in lamps and would have been literally beseiged with purchases if the intention of the company had been carried out.

James Scott, president of the company, claimed that the Seaforth council was not showing any tendency to treat with him fairly in the matter of taking over his plant in preparation for Hydro-Electric power and the decision to close down was reached in accordance with that belief. However, the matter has been settled without the current being closed off. A valuation of the plant is to be reached by two men, one appointed by the town and one by the company.

EVERYDAY LINES AS GIFTS.

Chatham, Ont. — "Why not a bathroom?" is the striking headline of a Christmas advertisement of J. C. Wanless, hardwareman, which carries out the idea urged in Hardware and Metal some time ago, of emphasizing the Christmas gift possibilities of everyday lines of business.

"Present your wife with a signed contract for a bathroom," the advertisement adds. "She will appreciate it to the limit. We can instal immediately after the holiday. It will be so well installed that you will be proud of your present all the time. We will gladly estimate the cost for you at any time. Complete bathrooms from $75.00 to $150.00."

Along the same line the advertisement suggests a "Favorite" kitchen range, a Conner ball-bearing washer, a Universal food chopper, and, finally, cutlery. In each case prices are given, following a brief but pointed talk regarding the article referred to; and each article is illustrated by a cut, the advertisement occupying an entire single-column of the newspaper. It will be noticed that the articles are arranged on a diminishing scale so far as price is concerned, the idea evidently being to suggest unconventional Christmas gifts at prices to appeal to all pocket-books.

GOOD CHRISTMAS TRADE.

Peterboro—All the hardware stores report fairly good Christmas trade during the past week, the weather having been conducive to that end. The stores have been vieing with one another in the matter of window dressing, and the window trimmers have been upon their mettle, many new and original ideas being the result.

The Best Stove and Hardware Co. have an excellent display of cutlery, skates and other holiday lines, dressed by Ray Best to good selling advantage.

The Higgins Hardware Co. have a window display of tools. The Peterboro Hardware Co. have two windows of flatware and cutlery, and report a very busy Christmas trade. Skates and other hockey supplies are featured in the north window of the Kingan Hardware Co., attention being drawn to it at night by means of an illuminated sign placed in the foreground of the display.

The wholesale department of the Peterboro Hardware Co. has now been removed entirely to the new quarters provided for it.

SANTA CLAUS' HEADQUARTERS.

Chatham, Ont.—That Jas. E. Gray's Ark and China Hall is Santa Claus headquarters in Chatham, is the line of advertising steadily adopted during the Christmas season.

In addition to his china lines and stoves and ranges, Mr. Gray does an extensive business in toys, novelties and small hardware articles. The Santa Claus line of advertising was a prominent feature under the management of the previous proprietor, Hugh Macaulay, and Mr. Gray has continued and amplified the idea, working it out in several ways.

For five or six weeks before Christmas, large colored posters have appeared on the most prominent local billboards depicting Santa and his reindeer with a load of toys en route for Gray's Ark and China Hall. The appearance of these posters, which occupy the billboards continuously throughout the Christmas season, marks the commencement of the Christmas campaign.

Mr. Gray makes liberal use of newspaper space. He is an all-the-year-round advertiser, but he starts his Christmas campaign in the newspapers quite early. Here the Santa Claus headquarters idea is also utilized.

This year Mr. Gray distributed a couple of weeks before Christmas an attractively illustrated "store paper," comprising eight pages about the size of the Hardware and Metal pages, printed on a good quality of paper, and containing a great deal of advice upon the subject of Christmas buying, as well as some general reading matter to carry out the "newspaper" idea. The illustrations were mostly of a Christmas nature. This paper, entitled "The Chatham Holiday Messenger" was distributed from door to door throughout the city.

For many years the store has always had a Santa Claus on hand during Christmas week, usually taking the big part in the window display. The figure is very carefully and realistically gotten up, and provides a striking centre for a toy display. Special signs announcing that this is "Santa Claus headquarters" are usually put up in front of the store.

The aim throughout is to inculcate the idea that this is the place to buy Christmas presents for boys and girls, and to do this year in and year out, thereby creating a Santa Claus tradition, in connection with the store. This form of advertising is very effective, particularly with the children, who are not slow to call the attention of their parents to the attractive things the store has to offer.

APPOINTED HARDWARE APPRAISER.

J. E. McRobie, secretary Winnipeg Retail Hardware Merchants' Association has been appointed assistant hardware appraiser at the Winnipeg Cus-



J .E. McROBIE, Winnipeg.

toms House. Mr. McRobie is one of the oldest and best known hardwaremen in the West having traveled for many years over Western territory for eastern and western houses. For a number of years Mr. McRobie has been secretary of the commercial travelers' club at Winnipeg.

Fred Brown, of the Purdom Hardware with W. H. Ward, met with an accident the other day when a wheel of the wagon they were riding in caught in a street railway switch, and both were thrown out. Mr. Brown had his face cut..

BRUSHES! BRUSHES!

Our well-known line of Brushes are once more on the way to your store. The samples shown by our representatives are undoubtedly the best value exhibited in the West to-day. **WHITING'S** famous brushes are well represented and you will be pleased with our selection. English Scrubs and Horse Brushes imported by us will fill every housekeeper with delight. The line embraces all the popular shades and sizes, and the prices are very low in comparison with the quality.

WAIT FOR OUR REPRESENTATIVES

G. F. Stephens & Co., Limited

Pioneer Paint and Varnish Makers

WINNIPEG, Canada - Branch at CALGARY



RUBEROID ROOFING

Trade Mark Registered. Pronounce it RUE-BER-OID.

Is Rated "First-Class"

Canadian Fire Underwriters' Association
Montreal, Sept. 19th, 1908.

THE STANDARD PAINT CO. OF CANADA, LTD.,
MONTREAL, P. Q.

Dear Sirs,—

"In reply to your enquiry of 18th inst. I beg to say that as the "Ruberoid Roofing" made by your Company has been approved by the Underwriters' Engineering Bureau in Chicago, this Association under its existing schedules classifies such roofing of two and three ply grades as first class."

Yours truly, ALF. W. HADRILL, *Secretary.*

Could you ask for more convincing evidence of Ruberoid's value as a fire-resisting roofing? Write for our Booklet, "All About Roofing." It explains Ruberoid's superiority. 24

THE STANDARD PAINT CO. OF CANADA, LIMITED,

286 St. James Street, - MONTREAL.
179 Bannatyne Ave. East, WINNIPEG.
25 Pender Street, - VANCOUVER.

Dealers Everywhere.

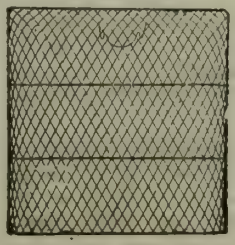
ONE OF OUR HIGHLY-FINISHED

SPARK PROOF FIRE GUARDS

WOULD MAKE A VERY ACCEPTABLE CHRISTMAS GIFT



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.

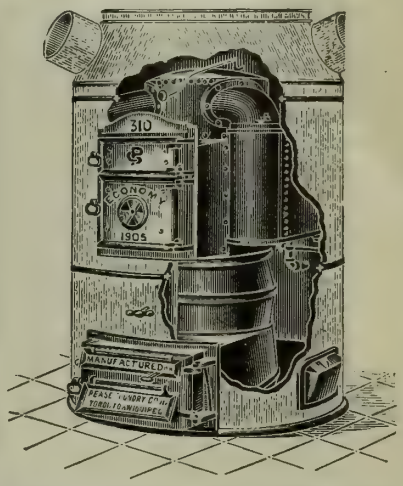
We manufacture all grades of Wire Cloth and General Wire Work.

We solicit your inquiries.

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.

TORONTO, ONT.

Pease-Waldon Co., Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 22.—Ordering by mail keeps up satisfactorily, and the indications are that the general hardware trade will not weaken as is usually the case the latter part of December. There are splendid orders coming in for heavy hardware and builders' supplies for the coming year. Enamelware and lanterns are also being ordered freely, and it is evident that stocks of household goods are getting low.

Sheet zinc has been advanced, as has also copper lanterns. Solder which has been advancing by degrees for some time is about to take another advance of one cent.

Stock-taking is going on in most of the local houses, and everyone is busy with the present ordering, and it is evident that after the first of the year a very brisk trade will open up.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted. $2.83; galvanized. $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-ihch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10¾-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No[illegible] 4, 5[illegible] 2½ p.c.; No. 1 scoop[illegible] [illegible]ó p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Paints and Oils.

Paints and Oils.—The ordering just now for full lines is very light, and although travelers have sent in good orders recently for spring shipment, the trade is beginning to weaken again until after the holiday season. Most of the travelers will be in early this week, and only a few special orders may be expected within the next ten days. Up to the present time, putty, glass and varnish have been the leading features, and there seems to have been no particular dullness in the interior finishing. Putty is selling at $3.15 in barrels, and $3.40 100 lb. cases.

Linseed Oil.—Although there was a slight weakness last week in the linseed oil in the East, before the Western market was affected, the markets elsewhere reverted back to the old figures with a stronger tendency than ever. There is a dearth of supplies, and there seems to be no activity on the part of the producers, as the seed is very scarce and going higher. At present the demand is light, but there is little moving for immediate shipment. The price is maintained at $1.15 for raw, and $1.18 for boiled.

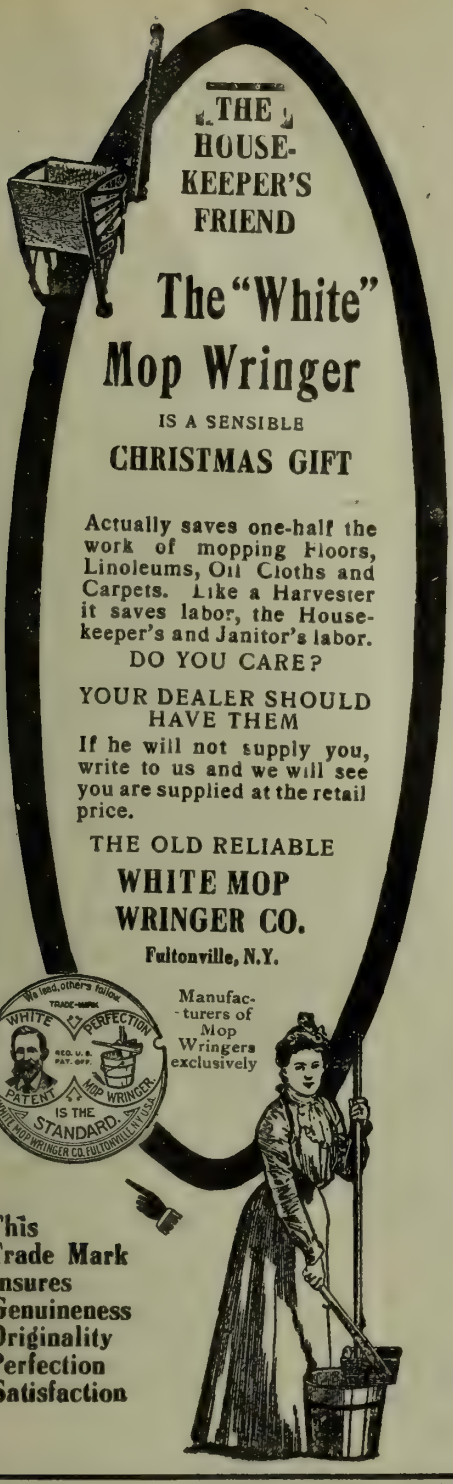
Turpentine. — The market continues stiff on Turpentine, as stocks everywhere on the continent are low. There is a good stock of supplies on hand locally, however, and after the first of the year it will not take long for these to move out. Local jobbers anticipate higher prices. The figure to-day is $1.10.

White Lead.—There is a feeling here that the white lead market will have to be advanced next season. In the light of this fact some good orders are being sent in for present prices. Quotations at present are $5.50 to $6.50 according to the brand.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 23c; Searchlight, 21c; Red Rose, 25½c; Keystone Special, 18½c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

CATALOGUES.

1910 Gillettergram. — The Gillette Safety Razor Co. of Canada, Montreal, have been carrying on a most agressive holiday advertising campaign during the holiday season, both in the trade press and in the daily papers and magazines. To top off the campaign a "Gilletergram" was sent to thousands of retail dealers, emphasis being made upon the fact that the Gillette Company had done their part, and it was now up to the dealer to reap the benefits of the advertising by the exercise of salesmanship over the counter, in bringing the goods to the attention of customers, and urging their sale as useful and practical gifts.



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

IS A SENSIBLE

CHRISTMAS GIFT

Actually saves one-half the work of mopping Floors, Linoleums, Oil Cloths and Carpets. Like a Harvester it saves labor, the Housekeeper's and Janitor's labor.

DO YOU CARE?

YOUR DEALER SHOULD HAVE THEM

If he will not supply you, write to us and we will see you are supplied at the retail price.

THE OLD RELIABLE

WHITE MOP WRINGER CO.

Fultonville, N.Y.

We lead, others follow. WHITE PERFECTION MOP WRINGER PATENT IS THE STANDARD

Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction



TALKS ON PAINT SELLING

No. 6

In the interest of good sense, not to say strict integrity, do not be misled by the phrase "Pure Paint."

There is no more meaningless phrase in the language than this. As well talk of a "Pure House" or "Pure Clothes."

Only a single element can be spoken of as pure. Paint is a combination of many elements. While each of these materials may be individually spoken of as "Pure," their combination eliminates the possibility of a single standard of purity. Thus the phrase means nothing.

The Sherwin-Williams Co. places a standard of purity on each of the raw materials used in its products, which, in combination with the formulae that are based on more than forty years' varied experience, has resulted in a line of paints and varnishes whose fine quality becomes evident to every user.

Is the Sherwin-Williams Agency still open in your locality?

THE SHERWIN-WILLIAMS CO. 990

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL

BRANCH OFFICES AND WAREHOUSES: TORONTO, WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



THE PROFITS POUR IN FROM CALCIMO SALES!

ARE YOU GETTING YOUR SHARE? THEN WHY NOT?

STOCK IT. A QUICK-SELLING WALL FINISH.

SANITARY. WILL NOT RUB. READY FOR USE WHEN MIXED WITH COLD WATER.

EASILY APPLIED. WILL NOT JELL OVER NIGHT.

THE WINNIPEG PAINT & GLASS COMPANY, Limited

EDMONTON — The Calgary Paint and Glass Company — WINNIPEG

Stoves and Tinware After the Holidays

It is Possible to Make Good Sales in Heating Goods Immediately After the Christmas Rush — Offer Inducements From Odd and Left-Over Lines—A New Year's Resolution Worth Taking.

"What do I do about the stove sales after Christmas? Practically nothing. We can't sell stoves at that time of year in this locality. They may do it in other places, but local conditions forbid it here."

The above answer would be given by dealers in a hundred and one different sections of this country, if the question were propounded to them. They would tell you that local conditions were peculiar—altogether different from any other locality. What was possible elsewhere was not possible there.

When asked why he did not strive to sell stoves in January by advertising his stock, a dealer in heating goods replied: "There is no use advertising then. People never buy stoves at that time of year."

If this statement were turned around to read, "People never buy stoves then because I do not advertise," the true explanation would be given for the slackness of business at that period of the year. Stoves can be sold all the year around, if the dealer has the energy to pay constant attention.

There is no reason why the trade should not be fairly brisk during the month of January. The winter is only just settling down into its steady stride, and many households which need new stoves are still unsupplied. If left to themselves, people will struggle through the winter with a heater or a range which has outlived its usefulness. Timely advertising will bring many orders at this time of year.

The Annual Stock-Taking.

Stock-taking is a necessity in the stove line as well as in hardware or any other mercantile branch. The stove dealer will not likely find his inventory a very difficult one to make, no matter how extensive his stock may be. In the case of the hardwareman who handles stoves, that branch will be included with the rest of the store goods in the stock-taking.

A Preliminary Sale.

The reasons which are cited against the holding of pre-inventory sales in hardware lines do not hold good when it comes to stoves. It does not require any effort to find what stock there is on hand. A merchant can generally count what he has in the store without moving from his office. Furthermore, there are no "dead" lines in stoves, no odds and ends. At least, there should not be anything of that kind; a dealer who would allow stoves to remain in his store until they became so out of date as to be hardly salable would be sadly lacking in progressiveness.

An Offer of Inducements.

In several instances, hardwaremen have secured good results by offering inducements. Their plan was to bring on the stove sale during the first two weeks of January, and to pick out some line of hardware goods to give with each purchase. For instance, the purchaser of a stove would receive a razor, a carving knife, a lamp, or some other article of sufficient value to serve as an inducement. It was always found possible to secure the necessary goods to give as premiums by going over one's hardware stock and selecting articles which were still good, but which had been in the store for some time—the class of goods, in fact, which the merchant invariably endeavors to dispose of at that time of year.

Prepare for Sale.

"January sales can be made very successful," says the advertising manager of an Ontario stove company, "by a course of tacit preparation. Stoves should not be allowed to drop out of sight during the Christmas season. They should not be relegated to the background entirely, and the salesmen should take opportunities to call the attention of customers to them.

"It is not likely that many sales will be made during the Christmas rush, but these hints will be borne in mind by callers at the store. After Christmas is over, people will have more time to think of practical, every-day affairs, and they will then turn over in their minds the "stove hints" thrown out by Jones & Co. If the line is allowed to fall completely out of sight for a month or so, it takes time and effort to revive the interest of the public."

This "preparatory course" should be persisted in right through the Christmas season. As soon as the holidays are over, active steps are in order. Bring the stoves to the fore, advertise them, and give display space in the windows. The campaign must, of a necessity, be "short, sharp and decisive," because stock-taking should be started not later than the middle of January, and special attention cannot be paid to any particular line of goods during that strenuous period of the year.

Feature Tinware.

In connection with the stove sale, it would be wise to feature tinware and kitchen utensils. Interest even in such practical goods requires stimulation during the early winter months.

It is surprising what can be done once interest is aroused. A Brantford firm makes a point of holding a kitchen utensil sale early in February each year. Their 1910 effort in this line was backed up by a brisk advertising campaign, and resulted in the sale of $500 worth of goods—a most surprising volume of business, considering the nature of the goods sold, and the season of the year.

There is no locality where it is not possible to sell stoves in January—or at any period of the year, for that matter. Human nature is the same everywhere. Stoves are needed in all homes, and they can be sold at all times, if the local dealers know their business. There is no trade done in some towns except in the fall, but it is not due to peculiar conditions; it is due rather to peculiar dealers. They only try to sell at the one time, and accept the situation resulting from their own slackness as the inevitable consequence of influences beyond their control.

Let every "unprogresssive" include among his list of New Year's resolutions one to endeavor to make every day of the year a stove selling day, beginning with January 2, 1911.

PROGRESSIVE METHODS.

Get the habit of advertising. Forget the old saying, "Goods well bought are half sold." There is a new saying now that was unheard of two generations ago. It is, "Goods well advertised are as good as sold." This is worth thinking about, and even more than that; it is worth putting into practice.

The ultra-conservatism of a merchant will never make him progressive; therefore success is impossible in this age, because new ideas have come into vogue. We cite as examples that tomatoes are now being sold by the pound, and eggs soon will be. Changes just as radical have occurred in the paint business, and others are likely to follow.

The selling end of a business is where the greatest brains of the dealer are required. Time, forethought and carefully prepared plans are necessary. These cannot be accomplished in a minute. The reason so few succeed is because the majority fail at this point.

The road to success is: Talk, display and advertise goods of quality. Set the right profit, combined with a clean, up-to-date store.

FROST-BITTEN PAINT.

With the winter about to set in, dealers should exercise great care when they sell paint to the consumer for outside use, to warn him against painting if there is any chance for frost or moisture to get into the paint before it has "set." All outside work should be stopped from one to two hours before sundown. Care must also be used that too much drier is not put into the paint at this season. Painting had better be postponed a week, rather than spoil the job with haste.

If work is under cover, or only slightly so, frost is not likely to affect it. Painters, of course, watch such conditions to some extent, but the amateur is ignorant of these little things that cause big trouble.

CANADA PLATES

Galvanized

Polished

Half Bright

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works

Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

Pacific Coast Representatives: Phil. B. Bekeart Co., San Francisco, Cal



and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

London Rolling Mill Co., Ltd.

London, Canada

Sales Agents

ONTARIO—Baines & Peckover, Toronto.

MANITOBA—Bissett & Leucks, Winnipeg.

Loose-Leaf Books as Office Time Savers

Advantages Claimed Over Bound Books—Disadvantages Enumerated in the Card Ledger—This System Constitutes a Perpetual Ledger, Says Writer—Only One Book Should be Used When Transferring From Bound to Loose-leaf Book.

By Howard R. Wellington.

It is a well recognized fact that the bound book is now a record of the past, only the very conservative houses still maintaining a record of this nature. We believe we are safe in saying that there is no place to-day where a bound book can be used which cannot be better filled by the use of a loose-leaf book of modern type. Strictly speaking, there is actually no difference between a loose-leaf and a bound book. Bind the loose sheets in a binder and lose the key—you then have a bound book. Having disposed of the key, it would be necessary to tear the sheets out in order to remove them, and this can be done with any bound book.

A loose-leaf book may be used in the same way as a bound book, and the same things may be done with it as with a bound book, but in addition, there are a hundred and one other things which may be done which it is impossible to do with the bound book.

One Objection Over-ruled.

But one objection has been raised to the loose-leaf system, especially the ledger, and that is the possibility of the sheets becoming lost or misplaced. This is quite possible, but similarly you could lose five and ten-dollar bills from your cash drawer, as we do not consider it necessary to bind these. With ordinary care it is impossible to misplace or lose a ledger sheet. The term "loose-leaf system" applies to the binding only as there is really no such thing as a loose-leaf system, but it simply means that the sheets may be removed and inserted at the will of the bookkeeper. The ledger is virtually a bound book, except to the person who has the key.

Transposing Sheets.

Probably the most important feature in a loose-leaf ledger is the advantage gained by the transposing of certain sheets, thus having at all times a ledger which is correctly divided or apportioned. For instance, in a bound book, when commencing a set of books, it is necessary to lay out a plan roughly as to the division of the ledger into such accounts as sales, purchases, impersonal accounts, etc., and very often one of these sections overlaps the other so as to mix the accounts, rendering it necessary to continue with this incorrectly-divided book or open a new ledger, the latter being an unusually heavy task, as any bookkeeper will admit. With the loose-leaf book, there never need be a transfer of records from place to place, when the space set apart is used up.

Opening a New Ledger.

Once the initial expense is made, the loose-leaf ledger will prove to be less expensive, as a bookkeeper never has to open a new ledger, simply inserting new sheets as required and filing the old sheets in the same order in a transfer binder; in other words, the ledger is perpetual.

Then again, a ledger keeper becomes familiar with the location of each account in the ledger, and a vast amount of time is saved in posting, as each account remains permanently in the same place.

Loose-leaf records should be used wherever it is desirable to preserve any information for future reference, such as prices, quotations, due dates of drafts and notes, appointments, etc. Especially for temporary uses is the loose-leaf valuable, as the records when of no further use, may be taken out and more recent information of value, inserted without affecting the book in any way.

The Binder.

There are hundreds of binders for loose sheets on the market to-day, some good, some hardly worth the name. In purchasing a binder we should be certain that it will hold the sheets in such a way as to be permanent until the key unlocks the binding device. There must be no possibility of the loss of a sheet through not being bound securely. The binder should be securely locked so that only the person in charge can operate it. This is just as important as the locking up of cash and if regarded as such, there will be no trouble with the loose-leaf ledger.

Another feature to be remembered in purchasing a binder is that the sheet, when once the binder is unlocked, shall be easily detached or inserted, as some of the devices in use are very cumbersome in this respect.

The sheets should present a perfectly flat surface when properly secured, such as the sheets of a high-grade bound book, the latter being the most expensive bound book on the market.

Leaf.

In making a change from a bound book system to a loose-leaf system it is well to adopt only one book at a time so as not to upset the work in any way. The change may be brought about so gradually in this way, that it will not affect the work of the office in any way, and, besides, if there is any doubt about the advantages of the loose-leaf system, it can be easily demonstrated that there are a great many points in its favor.

Use of the Carbon Sheet.

We advocate strongly the use of the carbon sheet where possible, especially in the invoice department—there are a hundred and one different ways of invoicing goods, but no record is better than a carbon copy, showing exactly what was sent the customer. The use of a typewriter even in small stores will save a vast amount of time, besides producing a much more satisfactory result.

Value of Loose-leaf Over Cards.

A loose leaf or a card must be accessible, and once a drawer containing cards is locked for the purpose of securing the cards against being misplaced, it is impossible to use the cards for reference.

It is inconvenient to read the contents of a card unless taken from the drawer—it is inconvenient even to address the names for mailing purposes; in order to make a memo or post an item it is absolutely necessary to remove card from drawer. When replacing the card it is quite easy to misplace it, causing no end of trouble, as a misplaced card is of very little use until located.

WILL HE COME BACK?

When a man comes into your store and asks for a certain article, and you let him go out with the bald statement, "We don't keep it," what sort of an impression does he get of your store?

Does he ask himself, "Why don't they keep it?" And then, if he proceeds to answer it, do you suppose the reply will be especially favorable to you?

Will he wonder if your failure to have that article is due to want of enterprise on your part?

Will he wonder why you did not offer to get it for him?

Will he wonder why you did not tell him your reasons for not having it in stock? Have you put a hook in him with which to again draw him to your store when he wants something else?

You will never lack opportunities to make a second sale to the customer who is treated courteously at the time of the first sale.



No. 40

PLANNING BEFOREHAND.

With the turn of the year comes a period of time when trade eases off in the natural course of events allowing the dealer the best opportunity in the whole twelve months to go through his stock carefully, and to plan out his general campaign for the year. The man who puts off this work until a later date not only finds that it encroaches upon the time and attention that he should give to his daily trade, but that in the rush things are done in a perfunctory manner. The inventory is hurried, needed improvements in the fixing of the stock have to stand over, while the plan of campaign naturally becomes a hurried one, and the propaganda lacks force.

In these days of reputable paint lines the onus of increasing trade lies on the merchant, and not on the paint line itself. Presuming there was only one good paint line and many bad ones on the market the dealer could sit down, and watch the trade roll in. But as conditions are very different it is the merchant who must set the pace. Success depends upon the way he handles the paint prospects of his district, his advertising matter, his windows and interior displays, his stock and his general treatment of his customers. The dealer who displays the most enthusiasm in these directions; who takes the lead in encouraging the buying of paint; gets to the front. Therefore the man who sits down and thinks out most carefully the plan of campaign he will adopt during the comin twelve months starts with a great advantage.

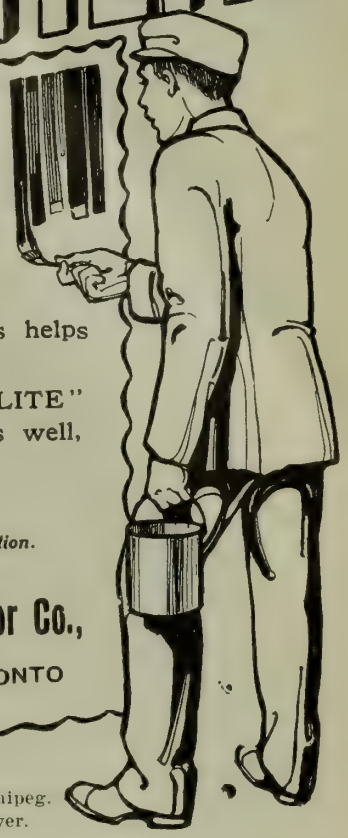
Take the inventory. Apart from the necessity of going through the stock to find out exactly how the business has emerged from its fiscal year, the inventory is the best of guides as to the future buying. Done carefully the dealer can gauge exactly the trend of trade in the past, and the prospects for the future. He is therefore in the best of shape to order confidently from the manufacturer, and to stock heavier in some directions and vice versa in others. A dealer's success depends a great deal upon the comprehensive character of his stock. If he can so judge the coming demand that he can supply all requirements for any particular color or specialty without carrying too heavy a stock then he is in a most happy position. And so it is with the other efforts that the merchant makes to secure the lead in his district. The man who has carefully thought out the best plan of following up paint prospects stands a much better chance than he who starts on a

ELASTILITE

DEALERS can handle this varnish best. It covers so many kinds of work so perfectly---inside and outside---that it gives satisfaction to all types of customers. This helps the dealer's business.

For highest class trade "ELASTILITE" will give good satisfaction. It brushes well, flows well, holds its finish.





Write for price list and special proposition.

Imperial Varnish and Color Co.,
LIMITED
Morse Street TORONTO

Stocks at 106 Princess St., Winnipeg.
524 Beatty St., Vancouver.

We wish our many Customers and Friends a very Merry Christmas and a Happy and Prosperous New Year.

The Montreal Rolling Mills Co.
MONTREAL

programme of some kind without any previous consideration. Presuming this following up is done by letter. Does it not stand to reason that the merchant who has carefully thought out the most powerful arguments to use stands better chance of swinging trade than the one who just dashes off something before the store closes for the night.

It is the same in the window display, in the newspaper copy, and in the handling of the manufacturers' advertising matter. The man who gets ahead is the man who sits down and thinks and plans out the most complete campaign of which he is capable. What he has done in the past should not be enough for him in the future. He should double his activity, for one circular sent out last year two should be sent out this, and so on. The man who is content with his old programme loses ground.

PAINT AND OIL MARKETS

MONTREAL.

Dec. 23.—The markets continue to show the signs of the times, and beyond a quiet sorting up trade there is little life to business. A large number of travelers are now off their grounds and this of course makes things very slow. Booking for spring shipment shows up well, and confidence is general all the way round. Prices are unchanged this week. Staple lines are firm but sluggish in character. The linseed oil situation is the same and supplies are short with prices the same as last week. Turpentine looks billed for an advance early in the new year.

Turpentine.—Turpentine is unchanged. The demand is quiet but the firmness of the primary markets keep the local figure firm. Indications point to a strengthening tendency early in the new year. We quote: $1.02 to $1.05.

Linseed Oil.—There is no change from last week, and linseed oil prices are firm. Flax seed is still as scarce as ever, and supplies of oil are hard to procure. In fact if the demand were heavier there is little doubt that prices would advance. We continue to quote: $1.06 to $1.10 for raw and $1.09 to $1.13 for boiled.

White Lead.—Good booking continued to be done in white lead for next year's delivery. Immediate delivery is steady, showing that work is still being done in the decorating line. The market is firm and we quote around $6.25 for small lots with a shading of some 25c to 30c for large lots.

Varnish. — The demand, especially from industrial users is very good showing that conditions generally in the different factories must be active. Coach, piano and implement varnishes are selling most prominently.

Putty.—There is but a quiet demand for putty. Prices are firm, with a good undertone. We quote: 100-lb. drums, $2.60; bladders, in barrels, $2.85.

TORONTO.

Toronto, Dec. 23.—The situation is quiet here. Most of the travelers are off the road and the demand is quite nominal in most lines. Local houses are in many cases still engaged in stock-taking and no complaint is heard on the score of the lack of demand.

The chief topic of discussion is with respect to the probable spring quotations on linseed oil. The situation is being watched with interest locally.

Turpentine.—During the past week there was a slight decline in price at Savannah, but toward the end of the week prices again came up to the high point. Latest reports from that market are to the effect that the coming week may reveal still higher prices. The quantity of spirits of turpentine received there last week was 2,000 barrels short of the amount exported, which reduced the stock on hand to a much lower point than is usually found at this season. Supplies coming forward from now till the latter part of March are expected to be light.

Linseed Oil.—The market is in an unsettled condition in regard to linseed oil. It is not expected here that it will be possible to say definitely what prices are to rule, for some time yet. It is stated by one authority that in the United States the flaxseed crop is 12,000,000 bushels short of normal and that the bulk of the flaxseed grown in Canada has been bought up by American dealers at a high price. The crop in South America is now approaching the ripening season and estimates of the probable size are rife. In many quarters it is asserted that the Argentine crop will be large and this would naturally have an effect on the market. The situation locally is affected by the fact that Canadian crushers were conservative in their purchases this year, resulting in an absence of surplus stock in this market. "Conditions are unsettled," said one dealer, "and it is impossible to say at the present with any degree of certainty that prices are likely to be maintained."

Rosin.—Rosin remains stationary, the supply coming forward being quite equal to the amount exported. While the stock on hand is only about half the quantity often held at Savannah, there is sufficient to supply present demands.

White Lead.—The demand is small, prices ranging around $6.15.

Putty.—There is still some activity in putty but it is not very pronounced. Standard quotations stand: Bulk in casks, $2.20; in 100-lb. drums, $2.55; in 25-lb. drums, $2.65; bladder in barrels, $2.75. Pure putty prices remain the same; bulk in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.00.

Petroleum.—There is quite a brisk demand in all lines, with prices steady.



Look Ahead AND Assure Future Profits!

If you are intending to go out of business shortly, this is not important — but if you intend to keep right on, it is necessary now to lay the foundation for your sales in 1915.

If you sell a man good paint this year, it is true that it will not need renewing so soon as an inferior article, but when it does he will come to you. Moreover, in the meantime, he will probably get some of that same good paint from you for another job.

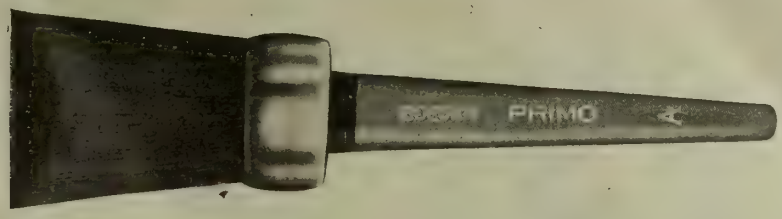
B-H. "ENGLISH" PAINTS

are the only paints made in Canada from a base consisting of 70 per cent. **Brandram's B. B. Genuine White Lead** and 30 per cent. pure Zinc White. Enough said.

Write to-day for pertinent paint pointers, and prices on **B-H. "ENGLISH" Paints.**

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg



BRUSH QUALITY

is one of the important features which interests the Practical Painter.

You supply him with the best quality of Paints, Oils, Colors, Etc. Why not the equivalent in Brushes? Good work cannot be done without them.

"STEEL GRIP"
PAINTERS' BRUSHES

are so made as to permit of an even, easy flow of the paint or varnish, and the Bristles are held firmly by the Compressed Nickel Ferrules, thereby preventing shedding of the bristles.

Made in Oval and Flat.

WRITE FOR FULL PARTICULARS.

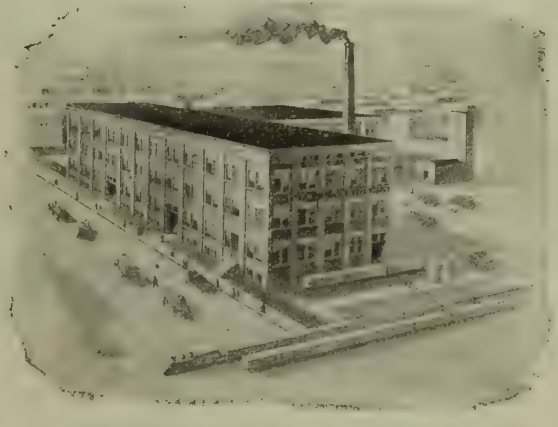
The Boeckh Bros. Company, Ltd., TORONTO, CANADA

The Same Old Wish

OFT REPEATED, BUT EVER WELCOME!

A Merry Christmas
and a
Prosperous New Year

to all our friends in the Trade.



FACTORY: WEST TORONTO

BENJAMIN MOORE & CO., Ltd.

WEST TORONTO

New York Cleveland Chicago

TO INTRODUCE NEW PAINT.

Pinchin, Johnson & Co., London, Eng., whose new paint factory on Carlaw avenue, Toronto, was illustrated in Hardware and Metal some weeks ago, are now arranging to place their goods on the Canadian market, and their traveling salesmen will soon be calling upon the retail trade.

Pinchin, Johnson & Co., whose business was established at London, Eng., in



James E. Ebersole, Toronto, President of Pinchin, Johnson & Co., (Canada), Limited.

1834, are confident of building up a large trade for their Minerva Paints and Varnishes, as is evidenced by the erection and equipment of such a modern plant.

The Canadian business will be known as Pinchin, Johnson & Co., (Canada), Limited, the president being James E. Ebersole, a Canadian with a wide experience in the paint and varnish business in the United States, he returning to Canada a couple of years ago to become general manager of the International Varnish Company, Toronto, whose plant adjoins the new paint factory on Carlaw avenue.

STOVE PRICES UNCHANGED.

At a meeting of the stove manufacturers' association held in Toronto on Dec. 20, it was decided that prices for 1911 would be unchanged from those ruling in 1910. The season has been an exceptionally good one for all the Canadian manufacturers, and stocks at the foundries and in branch warehouses have been practically cleaned out. The early setting in of the cold weather was a great assistance to retailers in disposing of their stocks, and many had to place repeat orders with manufacturers, some of which it was impossible for the foundrymen to fill. The iron market is holding very firm in Canada, and as labor continues scarce, prices of stoves and ranges will be firmly maintained in 1912.

1911

BEFORE closing the current year, The Canada Paint Company desire to convey to their numerous clients throughout the Dominion of Canada, in Great Britain, and the United States of America, their warm appreciation of the STRONG SUPPORT and expressions of GOOD-WILL received during the year 1910.

THE turnover or output for 1910 has been, BY FAR, the heaviest in volume, and the most satisfactory ever experienced.

THE Canada Paint Company thank you most sincerely for such a GENEROUS FLOW of ORDERS, and although acute market conditions have compelled them to raise all prices to a higher plane, the VALUE has been maintained in all lines, and the advances have been CHEERFULLY PAID by their customers, who have so loyally given them their confidence.

ALL the departments in the works at Montreal, Toronto and Winnipeg are running FULL TIME, preparing for the year 1911, and The Canada Paint Company respectfully solicit early bookings to avoid congestion in the Spring.

MAY YOU HAVE A VERY MERRY CHRISTMAS!

THE

CANADA PAINT CO.,

LIMITED

Montreal Toronto Winnipeg

Mixed Paints



It is astonishing to what an extent the mixed paint trade has grown in Canada, in fact throughout the world. This is due very much to the help of the agents in the many stores throughout the country, keeping always in stock a first-class brand of pure paints.

Are you doing it?

Doing what?

Keeping a first-class brand! Let us send you some of the cards and catalogues about

Ramsay's Paints

the pioneer liquid paints of Canada. Then when the time comes to buy for your big 1911 trade you will be ready. Don't put it off and keep going along the same old way. Learn about the leader, and get ready for a stock. .Remember 1911 will be big with possibilities for the pusher of pure goods.

A. RAMSAY & SON CO.

Established 1842

The Paint Makers

MONTREAL

Made not only to **sell**, but to **excel**!

New Era Paint

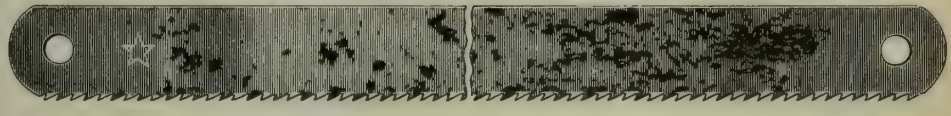
is an honest paint you can handle with good profit. It lasts longer, holds its color better and covers more surface than any other prepared paint.

Write for details and prices.

Standard Paint & Varnish Works Co.

WINDSOR, ONT. LIMITED

STAR HACK SAW BLADES



Apparently no one questions the superiority of Star Hack Saw Blades and at our present figures there is absolutely no room to question the price.

They are equally good in hand frames or power machines. When used in a machine the feed should be adjusted to suit the stock being cut. The softer the stock the lighter the feed. Such treatment will prevent clogging of the teeth. Open your eyes wide and look at this list of prices:

6	7	8	9	10	11	12	inch
30	32	34	38	42	46	52	cents per dozen.

Notwithstanding the great reduction in prices, the quality of Star Blades has been improved.

MILLERS FALLS COMPANY 23 WARREN STREET NEW YORK, N.Y.



"PARAGON" FIRE EXTINGUISHER

(Accepted by the Government Inspectors.)

LUDGER GRAVEL

Agent

26 Jacques-Cartier Square, :: :: Montreal



A BOWSER Oil Storage System for Paint Oils. Installed in the Hockenjos Paint Store, Newark, N.J.

Thousands in use—they're fire-proof and occupy quarter space needed for barrels—a tank and a pump for each oil—provides cleanest, safest, and most economical way to handle paint oils—adds 10 to 20 % to dealers' oil profit—every Bowser is bought because it PAYS.

Get ALL the facts—just ask for free Bulletin No. 15

S F. BOWSER & CO. Inc.
66-68 Fraser Ave., Toronto, Ont.
Branches: Boston, New York, Philadelphia, Chicago
San Francisco

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Brushes
for Spring Trade

We make a specialty of WHITEWASH, KALSOMINE, SCRUB, SHOE, STOVE, HORSE BRUSHES and STABLE BROOMS, and our values in this class of goods are unequalled.

By placing your order early it will receive better attention than if you wait until the spring rush, and you will be sure to have the goods in time.

Write for prices now

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO



Do you believe in— the "Horse Shoe" Fairy Tale?

Miracles do not happen in business, yet—lots of otherwise sensible men believe in Luck.

They will tell you that things happen—that the successful man is the lucky man. But getting down to brass tacks, you know perfectly well that nothing happens.

You know that success is the result of certain causes—

Causes so obvious that believers in the "Horse Shoe" fairy tale pass through life without noting them.

90 per cent. of the successful Hardware Merchants do not believe in luck—

They use "Buying Sense" instead,

And stock the lines which mean profit and reputation for them—**International Varnish Products.**

"ELASTICA" Floor Finish—the one perfect floor finish—the durable, beautiful, waterproof finish that never turns white or cracks.

"LACQUERET"—the Household Beautifier—a prime necessity in every home.

"SATINETTE" White Enamel—the enamel that stays white—made for both interior and exterior work.

FLATTINE FINISH—the finish that produces a full dead or flat appearance **without the labor and expense of rubbing.**

KLEARSTONE Stains (Acid or Oil)—the perfect wood stains.

Every **International product** you sell adds to your reputation and increases your bank balance at the same time.

N.B.—All International Varnish Products are sold in full Imperial Measure cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO **WINNIPEG**

A 22

GLIDDEN'S

GREEN LABEL

WHAT INTERESTS THE DEALER?

To know that the Quality is right.

To know that his Profit is right.

To know that the goods are popular and easily sold.

We know the quality is right, or we would not be spending a comfortable fortune each year in advertising.

When you compare our discounts and lists with other varnish manufacturers you can determine whether your profit is right. The profit, after all, is what is necessary to keep you in business. We unhesitatingly state that there is more profit on our line than on any other you could buy.

Goods that are popular are easily sold. We are judiciously spending big money advertising to make our line popular. By selling a well advertised article you have back of you the name and reputation of the maker for quality.

By combining your JAP-A-LAC and varnish purchases, we have a proposition to offer, which yields a handsome profit.

All we ask is an opportunity to send you our lists and explain our proposition.

The Glidden Varnish Company

Toronto - Ont.

VARNISHES

FOR ALL PURPOSES

WE TAKE THIS OPPORTUNITY

At this joyous season of the year, of extending to our many friends from coast to coast

Our Cordial Wishes

that they may enjoy

A Happy Christmas

and receive a bountiful share of prosperity during

The Coming Year

The Dougall Varnish Company, Limited
(J. S. N. Dougall, President)
525 St. Paul Street, - - - Montreal
Associated with Murphy Varnish Co., U.S.A.

Paint and Varnish Removers.

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	Name of Brand.
The Sherwin-Williams Co., Montreal, Canada.	**"Taxite"**
International Varnish Co, Ltd., Toronto, Canada	**"Klensa"**
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	**"Expedite"**
British American Paint Co., Victoria, B.C.	**"Bapco"**
Mount Royal Color and Varnish Co., Montreal, Canada	**"Scrape-off"**
James Robertson Co., Ltd., Toronto, Canada	**"Robertson's Paint and Varnish Remover"**
Sanderson Pearcy Co., Ltd., Toronto, Canada	**"Devolite"**
Stewart & Wood, Toronto, Canada	**"Solvo"**
Martin-Senour Company, Ltd., Montreal, Canada	**"Martin-Senour Paint and Varnish Remover"**

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

62 years of varnish "know how" plus the "know how" of making the public know the quality of Pratt & Lambert Varnishes, means that P. & L. Varnishes will make money for you.

Do you know this? If not, write to-day.

PRATT & LAMBERT Inc.
VARNISH MAKERS 62 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

FACTORIES:
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

Distributors: Stewart & Wood, Toronto, Ont. The Staneland Co., Victoria, B.C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba, and Edmonton, Alta. Calgary Paint & Glass Co., Calgary, Alta. British Columbia Plate Glass & Importing Co., Vancouver, B.C.

Get the Good Paint that Gets the Good Profit

Go in for **profit,** Mr. Dealer, just as hard as you please — profit is necessary — but be sure you do not sacrifice **quality** for the sake of a little extra gain, or you may ruin your reputation. Keep your reputation above reproach by selling a **good paint** and you will get the good profit that good paint always brings.

MARTIN-SENOUR PAINT
100 PER CENT PURE

is the good paint that will get the good profit for you, and your reputation and your business will grow better with every can that you sell.

Moral:—Get the Sales Agency — then give the Good Paint a Good Push and Get the Good Profit. Martin-Senour Paint will be a big winner for you.

Write today — say you want the agency — and we will tell you how to get it and help you to get the Good Profit.

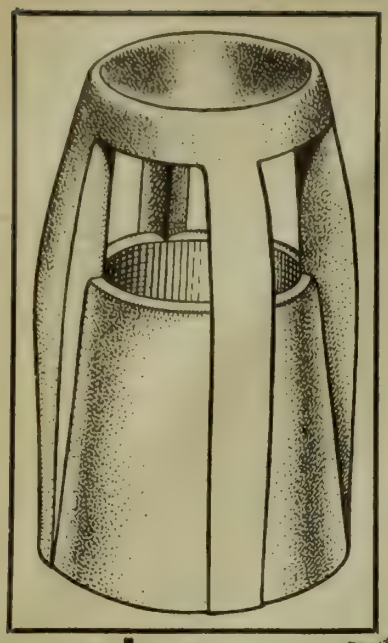
THE MARTIN-SENOUR CO., Limited
PIONEERS PURE PAINT
Montreal Chicago

The Winnipeg Paint & Glass Co., Ltd. WINNIPEG
The Maritime Paint & Varnish Co., Ltd. HALIFAX, N. S.

Good Paint



Good Profit



The "Edwardian" Down Draft Preventing Chimney Pot

Placed on any chimney flue this pot deflects all descending air currents horizontally, preventing them from going down the chimney and affecting the fire.

It maintains a steady fire and prevents the flue from getting damp, thus saving your customer's coal and increasing his comfort.

You can sell them—

they are needed on every dwelling house and public building in your locality. Now is the time to push them—a window display in your store just now would do a lot towards arousing interest and creating business.

Commence by writing us for full particulars and prices.

International Supply Company, 140 Mansfield St., Montreal

UMC

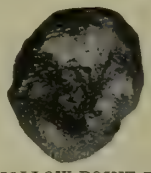
HOLLOW POINT BULLET

A NEW FEATURE IN METALLIC AMMUNITION

The hollow point increases the shocking and killing power of the bullet because of the greater mushrooming qualities over the solid lead bullet.



HOLLOW POINT BULLET
(Before Firing)



HOLLOW POINT BULLET
(After Firing)



SOLID BULLET
(Before Firing)



SOLID BULLET
(After Firing)

.44 CALIBRE

Note the cross section of the unfired hollow point bullet and its mushroomed appearance as compared with the solid bullet after being fired. Sportsmen can increase the efficiency of their rifles and revolvers in game shooting by using hollow point bullets at a trifling added cost over the old solid bullet.

UMC hollow point lead bullets come in the following sizes:

.22 Short, Hollow Point, Black and Smokeless.
.22 Long, Hollow Point, Black and Smokeless
.22 Long Rifle Hollow Point, Black and Smokeless.
.25 Stevens, Hollow Point, Black.
.25 Stevens Short, Hollow Point, Black
.32 Winchester, Hollow Point, Black and Smokeless.
.38 Winchester, Hollow Point, Black and Smokeless.
.44 Winchester, Hollow Point, Black and Smokeless.

INCREASE YOUR SALES BY BEING THE FIRST TO INTRODUCE THE HOLLOW POINT BULLETS IN YOUR CITY

UMC and Remington—the perfect shooting combination

The Union Metallic Cartridge Company
Bridgeport, Conn.

The Remington Arms Company
Ilion, N. Y.

Agency, 299 Broadway, New York City

Same Ownership, Same Management, Same Standard of Quality.

DOMINION STALL FIXTURE



Strongest, Simplest, Easiest to Attach

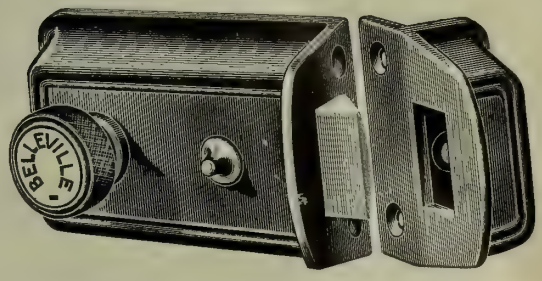
Gives the cow greatest freedom, at the same time is absolutely secure.

See that you have it in stock.

Oneida Community, Ltd.
Niagara Falls - Ontario







ASK YOUR JOBBER FOR

The Belleville No. 99 Cylinder Night Latch

The Best and Cheapest

Builders' Hardware of all kinds

Second to None.

Write for our 1910 Catalogue, No. 3

The Belleville Hardware & Lock Mfg. Co., Limited
BELLEVILLE : ONTARIO

Green Bone Cutters

Most essential for winter laying fowl.

This is a favorite size. We make other sizes, from

Small Hand

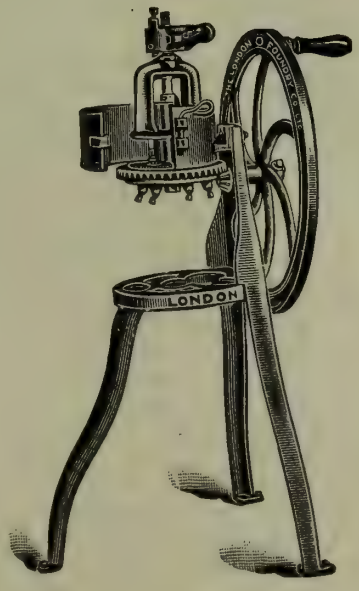
to

Large Power Machine

These are Fall and Winter Goods

A sample kept in your store will sell many others.

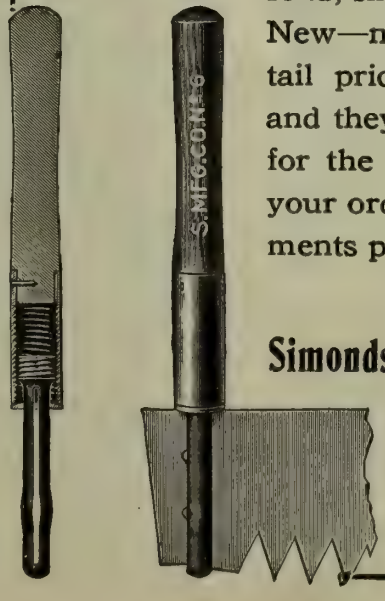
Send at once for catalogue and prices.



Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

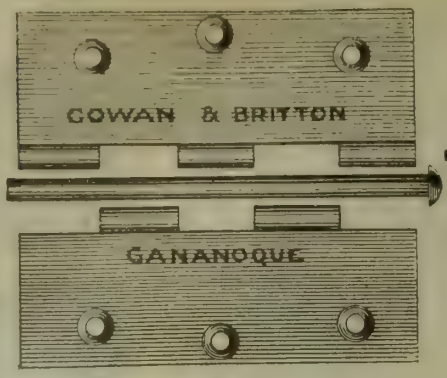
Why sell an inferior handle when the Simonds No. 6 can be bought right in Montreal?



The illustration shows the solid, simple construction. New—neat—strong. Retail price 50c. per pair, and they are good sellers for the money. Send in your order to-day. Shipments promptly made.

Simonds Canada Saw Co.
Limited
St. Remi St and Acorn Ave
MONTREAL, QUE.
ST. JOHN, N.B.
VANCOUVER, B.C.

HINGES BUTTS



BUILDERS' HARDWARE

We are headquarters for every description of the finest quality of Builders' Hardware, including Butts, Hinges, Hasps. Staples Nails, etc. Over 50 years' reputation for quality recommends our goods, which will be found to give unvarying satisfaction.

Order from your jobber or write us direct

COWAN & BRITTON, :: :: GANANOQUE, ONT.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights

BRITISH GLASS P.B.

Wire Screens
Plain and Figured Cathedral Glass
Obscured and Enamelled Glass

Large stocks aways on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application

CANADIAN OFFICES AND DEPOTS:

Montreal Busby Lane
Toronto Mercer Street
Winnipeg Market Street
Vancouver Columbia Ave.

"ATLAS" Chain Blocks



The Atlas is the Fastest, Strongest and most Durable

Worm Gear Chain Block on the market. It is made of steel and wrought iron and has proved its lasting qualities in thousands of the world's leading machine shops. In shops and warehouses where quick handling of pieces is an important factor of the day's work Atlas Blocks will pay for themselves in a shorter time than any other block.

Always in stock.

Send for Catalog

SCHUCHARDT & SCHUTTE

307 Coristine Building, MONTREAL

New York London Shanghai Berlin Vienna
Stockholm St. Petersburg Copenhagen Budapest

"IMPERIAL" ANTI-FREEZING WINDMILL FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—An established retail hardware and furniture business in a live town in a prosperous community on the C.P.R. in southern Saskatchewan. Present owners going into the banking business. Reason for selling. Address Box 1054, HARDWARE AND METAL, Toronto. (52)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

HARDWARE FOR SALE—Stock $4.000, doing good profitable business. Stock in good shape. Western Ontario. Worth investigating. Box 1053, HARDWARE AND METAL, Toronto. (52)

TO RENT—A handsome new building in Brantford's business centre, two large modern stores well lighted, high ceilings, easy terms Apply UNION REALTY CO. Brantford. (52)

WANTED—A man with a $5.000 to $10,000 hardware stock and $10,000 cash to take up a first-class hardware proposition in the West. Address Box 549, Edmonton. (55)

COMMISSION LINES WANTED

WANTED by responsible, energetic firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37 Herald Block, Calgary, Alberta.. (55)

SITUATIONS VACANT

FOUR TRAVELLERS on commission, with good connections wanted for Maritime Province, Quebec, Ottawa Valley and Winnipeg. Cutlery and fancy lines Would be fine side line for paint traveller or one who calls on the hardware trade. Box 2529, HARDWARE AND METAL, Montreal. (52)

PARTNER WANTED—For well directed commission hardware business and specialty jobber. Exceptional opportunity for live young man with moderate capital Applications treated confidentially. Apply P.O. Box 2209, Montreal. (52)

WANTED—Experienced hardware clerk by Jan. 1st. State experience and salary expected. GEO. D WALLACE, Wetaskiwin, Alta. (53)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener, built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts a lifetime. Every pencil user needs one. Your pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall & Co., Canadian Agents, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

MISCELLANEOUS

BY paying a small amount each month you can buy a first-class rebuilt Typewriter from us at bargain prices Stock taking is only a month away. We do not want to carry any of these machines over We can give you any make. THE MONARCH TYPEWRITER COMPANY, LIMITED. 98 King Street West, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 254½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover, 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto, Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS- Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

Your biggest asset

THE drawing power of a well-lighted store is acknowledged, and by no method can your store be made so attractive as by lighting it with our

GASOLINE LIGHT

It is absolutely safe, better and cheaper than electricity or gas and safer than coal oil and candles.

You save money by buying your mantles and glassware from us.

Special prices direct to merchants.

Get our circular.

MacLaren & Co., Merrickville, Ont.

AGENTS WANTED.





STEP LADDERS

4 TO 12 FEET

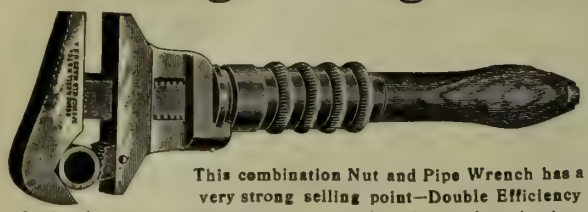
Clear Norway Pine sides, hardwood steps, malleable iron clamp, so that top step cannot come off. No springs or braces required. We also make

FOLDING CURTAIN STRETCHERS
FOLDING IRONING BOARDS
FOLDING CLOTHES BARS
FOLDING TUB STANDS, Etc.

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Produot, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

IT'S THE QUALITY *of* OUR BELTING

that we SELL, and it helps to sell it again.

How many times are you asked for some of the best belting? You should profit by handling a nice *assortment* of our various grades of belting. It's so easy to say the best, etc. It's easy to say it will last and that *we tan* the *belts* and select them from the best part of the *best hides* We can prove it *Let us do it for you.* There's money in *Belting, too*

Anything in Leather Belting or Lace Leather.

To-day is the day to let us hear from you

J. L. GOODHUE & CO., Limited

Danville, :: :: Que.

The most generously handled belting factory in Canada



Ford's Auger Bit

is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG. **LIMITED**

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE

REGISTERED TRADEMARK

GRANTED 1682

Sole Agents for Canada

James Hutton & Company

Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE

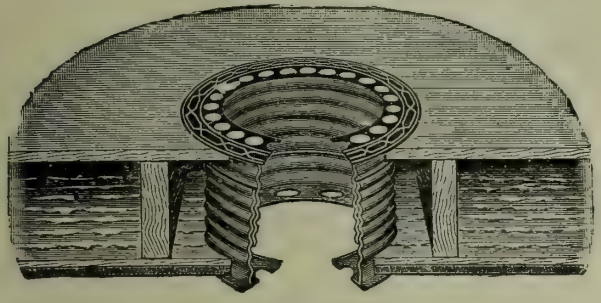


TRY IT.

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will install a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO. ONT.
EUROPEAN OFFICE: 118 HOLBORN. LONDON E.C. ENG.

HARDWARE IS "STRONG" WARE and so is

New Brunswick "KRAFT"

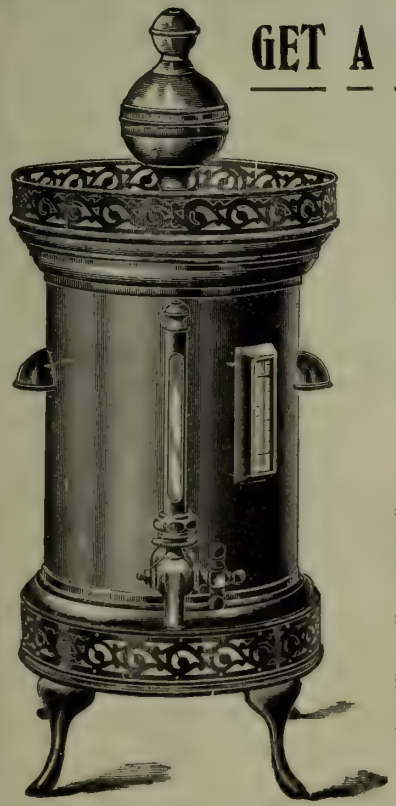
WRAPPING PAPER

ASK YOUR WHOLESALER

The New Brunswick Pulp & Paper Co., Limited

TORONTO	SPRINGFIELD	MONTREAL
124 Richmond W. M. 1093	Mills Millerton N.B.	404 St. Nicholas Bldg. M. 1746

GET A HUSTLE ON



and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

There's money, too, in handling them.

Write for Illustrated Catalog.

BUFFALO MFG. CO., BUFFALO, N.Y.

Canadian Representatives:

H. F. McIntosh & Co., 28 Toronto Street, Toronto

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

RIVETS

IRON—COPPER—BRASS

Tinned, Coppered or Plated Finishes



Every Shipment Guaranteed. Prompt Delivery

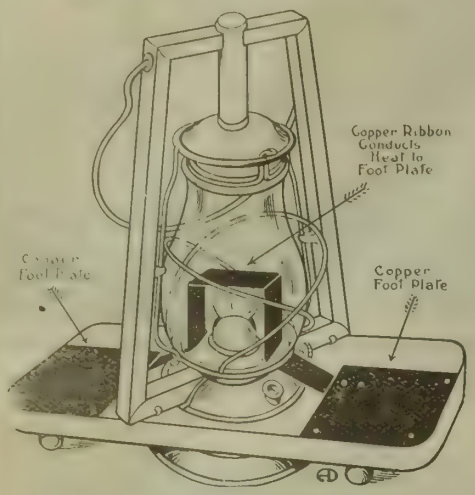
Get our quotations before buying

IT WILL PAY YOU

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

PATRONIZE THE INDEPENDENTS

"Ontario" Lantern Footwarmer



Have YOU Stocked Any?

The results of our Advertising have been immense. Every mail brings enquiries from consumers which we often have to answer direct, no retailer in the neighborhood being on our list!!

Enquiries from Consumers All Over Canada fully prove how this Novelty attracts.

FOR SALE BY ALL JOBBERS

Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

Cummer-Dowswell Wash Day Labor Savers all have that Exclusive "Something Different"

that interests buyers and makes the line READY and STEADY SELLERS.

For Instance :—

TUBS with NO INSIDE OBSTRUCTIONS, but of large capacity, and an opening full size, providing ample space for wringing operations. Then the inside is CORRUGATED IN CENTRE ONLY, leaving full thickness of stave at top and also where bottom is fitted in, A VERY IMPORTANT FEATURE, as it prevents leakage, as in the case where bottom and corrugation meet, and greatly strengthens both chime and top.



Ideal Low Pressure Power

The LEG HOLDER is Bessemer Steel, grips under chime and is **bolted through** both tub and leg (not leg only), making the tub and leg strong and rigid as a bar of iron.

Then it's the most complete, best, and most widely advertised line of Washing Machines, Clothes Wringers (both hand and power), Churns, Egg Crates and Rotary Lawn Clothes Dryers on the market.

All machines of QUALITY and reasonably priced.

MADE BY

CUMMER-DOWSWELL, Limited, Hamilton, Ont., and sold everywhere

W. L. Haldimand & Son, Montreal, Eastern Agents. **Harry F. Moulden, Winnipeg, Western Agent.**

To Our Customers and Friends

We wish

A Merry Christmas

and a

Happy and Prosperous New Year

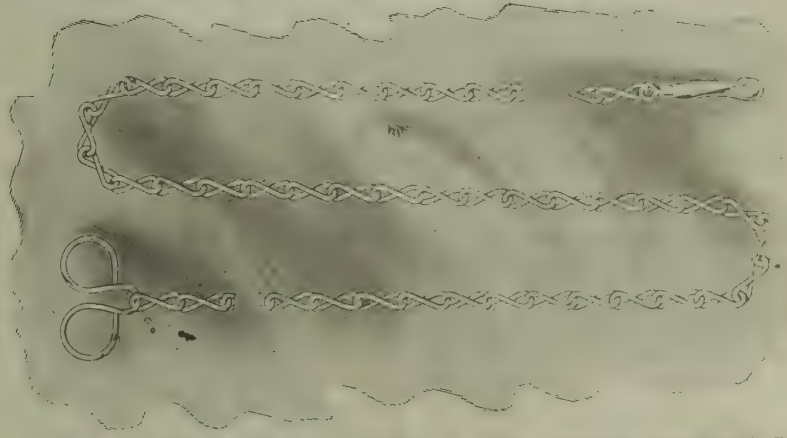
E. T. Wright & Co., (H. G. Wright) **Hamilton, Canada**

Vancouver Winnipeg Toronto Montreal

ELECTRIC-WELDED DOG LEADS

Three Sizes
Light, No. 3
Medium, No. 2
Heavy, No. 1

Any Length
from 4 foot Lead to 9 foot Kennel Chain.



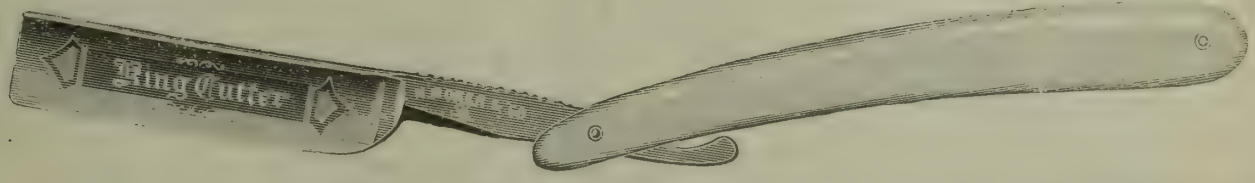
Three Finishes
Polished
Brass-plated
Nickel-plated

Any Style
Hand Loop and Snap for Leads.
Two Snaps for Kennel Chains.

McKINNON CHAIN COMPANY

Office: BUFFALO, N.Y. Factory: ST. CATHARINES, ONT.

H. Boker & Co.'s 'Tree' Brand Cutlery



Tree Brand are the Quality Kind—the kind that keep your men customers on the satisfied list. They take a keen edge and they keep a keen edge—an edge that gives a clean, close, satisfying shave. Please a man with a razor, and you've landed him for good—he'll call again and often, and will know from experience with Tree Brand Razors that he can't do better than buy Tree Brand Pocket Cutlery, Shears, Scissors, etc. Isn't that sane argument? You know "A pleased customer is your best customer." Tree Brand Cutlery will withstand every test to which it can be rightly put. Designed right, made right, finished right—there's no better Cutlery sold under the sun.

The Hohlfeld Line for 1911

Will be shown throughout Canada from Coast to Coast.

In justice to yourself see the line.

GET OUR PRICES.



"No. 816"

In Variety of Designs, Weaves, Colors and Prices, which after all is most important,

The Hohlfeld Line Leads

This illustration is of one of the deservedly popular numbers being an Indian design, showing deer-traps in the centre of hammock, with wigwam and camp-fire in border and drapery.

Eastern Canadian Representative:
Ontario, Quebec and Maritime Provinces
A. G. PERRY
741 Cadieux St., Montreal

MADE BY
HOHLFELD
Manufacturing Co.
PHILADELPHIA, PA., U.S.A.
Largest makers of Hammocks in the world.

Western Canadian Representative
Canada (West of Ontario) and British Columbia
MICHAEL ERT
120-122 King St., Winnipeg

OPPORTUNITIES

IN MIDSUMMER

The Financial Post of Canada

pointed out that some of the soundest stocks were at a very low price and, therefore, attractive. Since that time there has been a general advance—in some cases as much as 10 points. This is an example of many opportunities which come to the reader of *The Financial Post*. *The Post* will keep you in close touch with the stock, bond and real estate conditions in the main centres of Canada; and, in addition, our Investors' Information Bureau makes special reports gratis to subscribers, upon request, on any matter of concern to investors.

The Post **will be sent to any address from *now* until Jan. 1st, 1912, for the price of a year's subscription—$3.00. You get from now until Xmas free. Fill in the form attached.**

The Financial Post, Ltd.
Toronto, Can. _____ *1910*

Please send weekly, to address below, one copy of *The Financial Post of Canada* until January 1, 1912, for which I {enclose / will remit} three dollars.

*Name*_____

*Address*_____

_____

The Financial Post will prove a good investment.

"MONARCH" WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

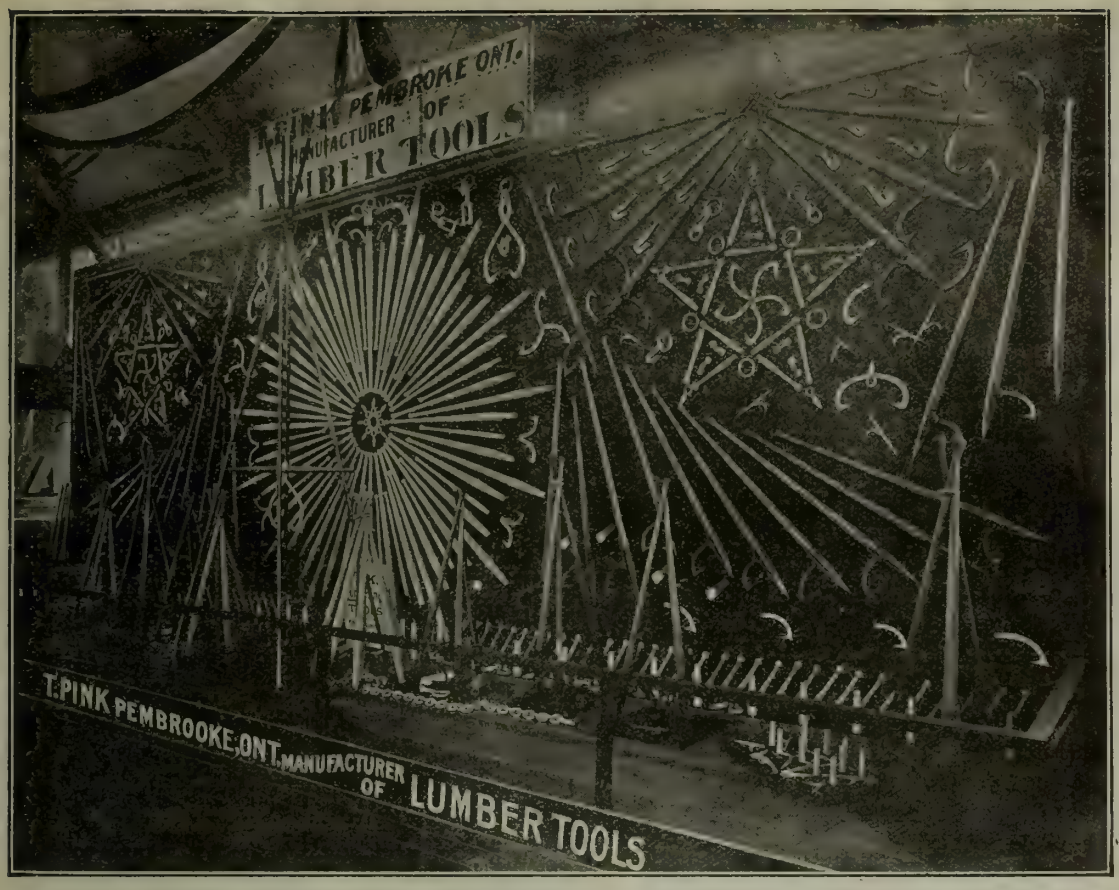
It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices

The Owen Sound Wire Fence Co.

Limited

OWEN SOUND, - - - ONTARIO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable

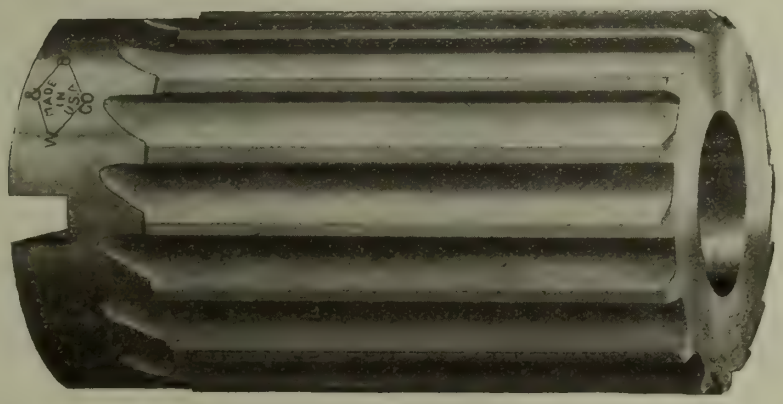
Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

IT IS THE WIDE AWAKE DEALER

who gets the lead in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always. Compare them with others and with our quality, and we win easily

ALEX. McARTHUR & CO., Limited

82 McGill Street MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial,genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base..	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.	
Casting ingot	14 00	13 50
Cut lengths, round bars, ½ to 2 in. .		21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..		23 00
Copper sheet, tinned, 14x60, 14 oz..		20 50
Copper sheet, planished, 14x60, base		28 00
Braziers', in sheets, 6x4		23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron ,special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch		0 06
¾ to 1 7-16 "		0 05½
1 7-16 to 3 "		0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square		6 10
24 " "		5 90
26 " "		3 85
28 " "		3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 03	¼ inch	2 86
⅜ "	2 25	⅜ "	3 08
½ "	2 63	½ "	3 48
¾ "	3 28	¾ "	4 43
1 "	4 70	1 "	6 35
1¼ "	6 41	1¼ "	8 66
1½ "	7 70	1½ "	10 40
2 "	10 26	2 "	13 86
2½ "	16 39	2½ "	22 14
3 "	21 52	3 "	29 07
3½ "	27 08	3½ "	36 58
4 "	30 78	4 "	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought Iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ½c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $42 00 40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 25
I X, 14x20 base		5 00
I X X, 14x20 base		5 75

Bright Cokes

Bessemer Steel—		
I C, 14x20 base		4 00
20x28, double box		8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets		7 50
I X, Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs.		
" 14x60, "		7 00
" 14x65, "		

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½ $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No 19, $2,70; 6 wire solid line, No 17. $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2 90 F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6 65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years ***Heinisch*** Shears have been the world's leading line of shears. ***Quality*** built that reputation and ***quality*** sustains it. Sell

HEINISCH

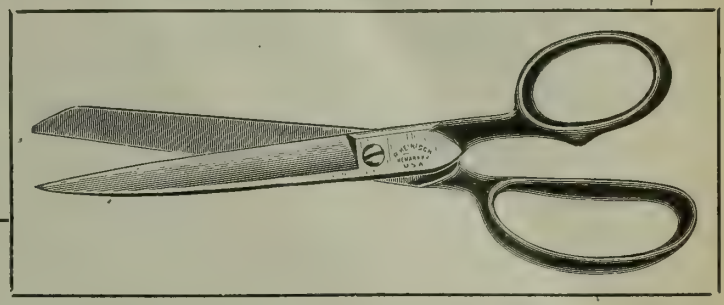
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers.

R. Heinisch's Sons Co.,

NEWARK, : N.J. : U.S.A.



AY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off

Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.

Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.

F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅞, $5; 1 inch, $16.80.

Black, 1st grade, 6 strands, 19 wires, ⅞, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb.
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green "	0 15
Signwriters' black "	0 17
Marine black, 25 lb. tins	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13

Ground glues at same prices.

Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" B d	1 50
Moore's pure linseed oil, M.U.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 13
U S. Water white "		0 14½
U.S. Pratt's astral "		0 17
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine single barrels	1 03	1 05
Wood Turpentine		0 50
Linseed Oil. " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 35
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish	2 40
" Flint-Lac," coach	1 80
B.H. Co's " Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B. B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.

Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B Toronto or Hamilton; London, 5 per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Saglor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 d—

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz. pairs	
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen, sets	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.

Cow bells, 65 p.c.

Sleigh bells, shaft and hames, pair, 22c up.

Sleigh bells, body straps, each, $1.15 up.

Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.

Standard, 60, 10, 10 and 10 per cent.

No. 1, not wider than 6 in., 60, 10, 10 and 10

Agricultural, not wider than 4 in., 75 per cen

Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bo't Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.

Nuts, hexagon, all sizes, 4½c per lb. off.

Stove rods, per lb., 5½ to 6c.

Stove Bolts 80.

CONGO
NEVER LEAK ROOFING
The GUARANTEED ROOFING



Congo on Maryland Terra Cotta Company's Buildings—Baltimore, Maryland

We don't suppose you care a rap what Congo is made of—what interests you is *how long it is going to wear.* What it is made of interests us because we give with every roll a *Surety Bond Guarantee,* the like of which no other manufacturer has offered.

Herewith are a few of the features that make it possible for us to guarantee Congo 2 or 3 ply for *10 years.*

It never gets hard or brittle. It never breaks or peels off. It is giving as perfect satisfaction in Europe, India and Australia, where we ship thousands of rolls, as in America.

Congo doesn't run, rot, buckle up or shrink.

The caps, nails and cement which we furnish free, are the best money can buy.

We don't use the old style *tin caps* for Congo, but *galvanized caps* which never rust.

You can satisfy yourself as to its lightness, pliability and wonderful waterproof qualities by a little investigation. As to its wearing properties—we guarantee them. Can any reasonable man ask more? Further information on request.

UNITED ROOFING AND MFG. CO.

Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont. Fife Hardware Co., Fort William, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BINDER TWINE.

500 feet, sisal	0 07½
900 " standard	0 07½
550 " " manilla	0 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c. Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz 2 20
Bevel edge, 1 inch, doz 2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 80
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in., "	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge basps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

⅜ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.'s & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern, No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4.10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel, No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2	25
Universal meat chopper No. 1	1	15
Enterprise chopper, each	1	30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 55	4 10
" " 100 to 103	1 85	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast per doz.	6 75
Lift Tubular and Hinge Plain "	5 00

Japanning, 50c. per dozen extra.
Priam globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b, factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¼—2¼ inch	2 50
3—3½ inch	2 45
3¼—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discount
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

TINNERS' SNIPS



CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

PIECED WARE

Discount 40 per cent
10-qt. flaring sap buckets, 40 per cent
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent
Boiler and tea kettle pitts, 40 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE

Sisal rope	0 0[illegible]
Pure Manilla rope	0 10½
"British" Manilla	0 0[illegible]
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 1[illegible]
Jute	0 09
Lath Yarn, single	0 08
" double	0 0[illegible]
Sisal bed cord 48 feet per doz.	0 65
" " 60 feet "	0 8[illegible]
" " [illegible] feet "	0 95
Cotton clothes line, 27½ off	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	[illegible] 30
Mattress twine, per lb	0 45
Staging "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extra on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS

Canadian, 35 to 37½ per cent

SADDLES

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb each per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD

No. 8, per lb 0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring, Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SWAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

TAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 22
7-inch	"	1 35
Polished, 15c per dozen extra.		
Thimbles, 70 p.c.		

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 12
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¾ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 60
Chesterman's linen, No 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	73 75
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	110 00
Challenge 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Frothingham & Workman, Ltd., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co. Saginaw. Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cans.
Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg Co., Toronto.
McClary Mfg. Co., Toronto

Carriage Accessories.
Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cartridges.
Dominion Cartridge Co., Montreal.
Union Metallic Cartridge Co., New York, U.S.A.

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.
Buffalo Mfg. Co., Buffalo

Churns.
Connor, J. H., & Sons, Ottawa, Ont
Dowswell Mfg. Co., Hamilton
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines.
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage.
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron
The Galt Art Metal Co., Galt, Ont

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,
W. D. Beath & Son, Ltd., Toronto

Cuspidors.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
Kemp Mfg Co., Toron
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Clauss Shear Co., Toronto
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Drills---Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Electric Dry Batteries
Canadian Carbon Co., Toronto

Emery or Corundum Wheels
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.
Morrison James. Mfg. Co., Toronto.

Enameled Ware
Davidson Thos., Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
McClary's, London, Ont
Ernest Stevens, Ltd., Cradley Heath, England

Engine Supplies, etc.
Kerr Engine Co., Walkerville, Ont.
Penberthy Injector Co , Windsor, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.
Montreal Rolling Mills, Montreal.

Fencing—Woven Wire
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co. Port Hope
Simonds Canada Saw Co., Ltd., Montreal

Firearms and Ammunition.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes.
Dennis Wire & Iron Co., London

Foot Warmers
Chicago Flexible Shaft Co., Chicago
Ontario Lantern & Lamp Co., Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
U.S. Steel Products Export Co., Montreal
Thos. Davidson Mfg. Co., Montreal.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Galvanized Iron
John Lysaght, Ltd., Bristol, Newport and Montreal.

Glass
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glass Ornaments
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Pilkington Bros., Ltd., Montreal
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Wired
Hobbs Mfg Co., London
Pilkington Bros., Ltd., Montreal
Winnipeg Paint & Glass Co., Winnipeg

Glaziers' Diamonds.

Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue.

The Canada Glue Co., Ltd., Brantford,
Grove Chemical Co., Appley Bridge Eng.

Guns

Harrington & Richardson Arms Co., Worchester, Mass.

Hammocks

Hohlfeld Mfg. Co., Philadelphia

Handles.

Still, J. H., Mfg. Co.

Hardware Specialties

Taylor-Forbes Co., Ltd., Guelph, Ont

Hinges

Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn
Taylor-Forbes Co., Ltd., Guelph, Ont

Hockey Sticks

E. B. Salyerds, Preston.
Still J. H. Mfg. Co., St. Thomas.
St. Mary's Wood Specialty Co., Limited, St. Mary's, Ont.

Hoop Iron.

Frothingham & Workman, Ltd., Montrea
Montreal Rolling Mills Co., Montreal.

Horseshoes and Nails.

Montreal Rolling Mills, Montreal.

Ice Cream Freezers

North Bros. Mfg Co., Philadelphia

Ice Cutting Tools.

North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.

Montreal Rolling Mills, Montreal.

Iron Pumps.

Aylmer Pump & Scale Co., Aylmer
McDougall, E., Co., Galt, Ont.

Jacks

Covert Mfg. Co., Troy, N.Y.

Lamps

Queen City Oil Co., Toronto

Lanterns

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.

Maxwell, D., & Sons, St. Mary's, Ont.
Jas Smart Mfg Co, Brockville, Ont
Taylor-Forbes Co, Guelph.

Lighting Fixtures

McLaren & Co., Merrickville

Lights, Gas

Auer Light Co., Montreal

Locks, Knobs, Escutcheons, etc

Belleville Hdw. and Lock Mfg. Company, Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Handles

Theo. J. Ely Mfg. Co., Girard, Pa.

Mop Sticks

Tarbox Bros., Toronto

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nail Pullers

The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Ganonoque
United States Steel Products Export Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Stoves

McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks.

Bowser, S. F., & Co., Torono.

Ornamental Iron and Wire.

Canadian Wire Goods Mfg. Co., Hamton
Dennis Wire & Iron Co., London, Ont.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes

Brandram-Henderson, Montreal
Canada Paint Co., Montreal.
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover

Chadwick Chemical Co., New York
Dougall Varnish Co., Montreal

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Portland Cement.

Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Christy Safety Razor Co., Ltd., London Eng.
Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal
Kampfe Bros, New York

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Red Oxide

The Hull and Liverpool Red Oxide Co., Ltd., Hull, Eng

Refrigerators

Barnet Mfg. Co. Ltd., Renfrew, Ont.

Registers

Tuttle & Bailey Mfg. Co., Bridgeburg, Ont

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Ganonoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies.

Barber Asphalt Co, Philadelphia
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton, On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J
J. Wiss & Sons Co., Newark N.J.

Shovels and Spades.

Frothingham & Workman, Montreal.
Lundy Shovel & Tool Co., Ltd., Peterborough

Silverware.

McGlashan, Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Snaps

Covert Mfg. Co., Troy, N.Y

Sporting Goods

Fancy Goods Co., Ltd., Toronto

Sprayers

Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton
T. Collins Mfg. Co., Toronto

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—High Speed

Alexander Gibb, Montreal

Steel—Cold Rolled Strip.

Morris & Bailey SteelCo., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils

Kemp Mfg. Co., Toronto
McClary's, London, Ont.
E. T. Wright & Co., Hamilton, Ont

Stoves, Furnaces

D. J. Barker & Co., Picton, Ont.
Burrow, Stewart & Milne Co, Hamilton
Butterwotrth Fdy. Co., Ottawa
Canadian Heating & Ventilating Co. Owen Sound.
Clare Bros., Preston.
W J Copp, Son & Co, Fort William, Ont
Davidson, Thos., Mfg. Co., Montreal
The Down Draft Furnace Co., Galt, Ont.
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Queen City Oil Co., Toronto
Jas Smart Mfg Co, Ltd. Brockville, Ont
Jas. Stewart Mfg., Co., Woodstock

Tacks.

Canada Screw Co, Hamilton
Montreal Rolling Mills Co., Montreal.
U.S, Steel Products Export Co., Montreal

Tapes.

Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tin Plate.

A. C. Leslie & Co., Montreal

Tools

The Goodell-Pratt Co., Greenfield, Mass

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont.
Geo D. Pearson & Co., Montreal

Vacuum Cleaners

Onward Mfg. Co., Berlin
Universal Vacuum Cleaner Ltd., Montreal

Valves

Kerr Engine Co., Walkerville, Ont.

Varnishes See Paints

The Glidden Varnish Co., Toronto
McDougall Varnish Co., Montreal

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

Washing Machines, etc

J. H. Connor & Son., Ottawa, Ont.
Dowswell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

Watches.

Louis Newmark, Montreal.

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Wire Mats

Andrews Wire Works of Canada, Ltd. Watford, Ont.

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN
ARCADE
KEARNEY and FOOT
McCLELLAN

Nicholson

GLOBE
EAGLE
GREAT WESTERN
J. B. SMITH

Dominion Works, Port Hope, Ont.



Every Dealer in Canada Should Sell "Ross" Rifles



Not simply because it is a Canadian-made rifle and the only Canadian-made rifle—but because being of Canadian manufacture it has advantages as well as claims over other rifles.

It can be sold cheaper than any other rifle.—Parts can be secured more expeditiously and at less cost and trouble.

No other rifle has grown so rapidly in general favor, consequently no other rifle has a surer sale.

$25.00 and Upwards.

Write for Illustrated Catalogue.

Ross Rifle Company, : : Quebec

The Steel Company of Canada, Limited

Canada Screw Co. Branch

extend their thanks to all customers

for their patronage and

wish all

A Merry Christmas

and

A Happy New Year

Hamilton, Canada **Dec. 23rd, 1910**

KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE, TESTED & PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS

WALKERVILLE, ONT.

IF you wish to corner the handle trade of your district, you can only do so by handling goods that will uniformly give satisfaction.

WHY The reason why some makers succeed in turning out better handles than others, is because they give more care in the selection of their timber, pay a longer price for it, and season and shape it properly.

HOW There is only one way in which you can make certain of getting all the handle trade.

Sell nothing but STILL'S!

Send for Quotations

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO.

GET THE HABIT



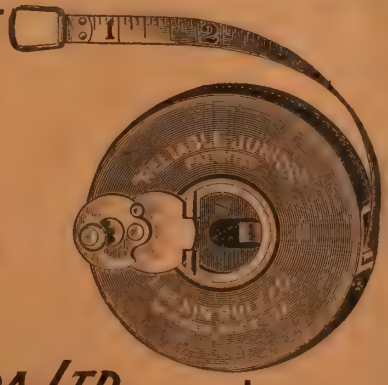
Cylinder Night Latch, No. 103

of stocking Peterboro' Locks, because such a habit will prove profitable to you. Our rim and mortise locks and front, inside and store door sets are just the lines you require to influence all the hardware trade to your store. Send for prices.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario

LUFKIN Measuring Tapes



are to-day recognized as the Standards of Accuracy, Design and Workmanship. Each is made to sustain the Reputation gained by a Quarter Century's endeavor. Used by all experienced consumers. The wise merchant has them for sale.

SOLD BY ALL JOBBERS
SEND FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals



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International Expositions

Special Prize

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"Practically Indestructible"

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS



For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

"APOLLO"

Galvanized Sheet Steel

We have a large stock of above well-known brand of Steel and are in a position to name attractive prices for early delivery.

SEND US YOUR ENQUIRY

B. & S. H. Thompson & Co.

LIMITED

MONTREAL

GET THE GENUINE

Stanley

Steel Butts and Hinges

There are no others "just as good."

Look for the

TRADE S.W. MARK

Printed on the labels.
Stamped on the butts.
It is a guaranty of quality.

THE STANLEY WORKS

NEW BRITAIN · CONN. · U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE · · · MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

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ANVILS BITS

HENRY BOKER

MANUFACTURER OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

Pliers SPECIALITIES OF ALL DESCRIPTIONS Vices

For Sale by Leading Wholesale Houses.

A Happy New Year

And may your prosperity ever increase.

Let "Queen's Head" help

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
Montreal
Managers Canadian Branch

The Taylor-Forbes Co., Limited

take this opportunity of wishing their numerous friends in the Canadian Jobbing and Hardware Trade the

Compliments of the Season

and a prosperous year's trading during 1911.

GUELPH, JANUARY 1st, 1911

INDEX TO ADVERTISERS.—page 70-M

The IRONCLAD *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth.*

But it's CLAD in heavy IRON armor and it can't *keel over.*—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2¾ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

The Western Clock Mfg. Co.,

La Salle, Illinois.

A New Ankle Support

that will help you sell more skates



"PERFECTION"
Steel Ankle Support

The Perfection Support is made of light strong steel with a sliding hinge attachment that permits the wearer's ankle to move forward or backward, but never sideways. It is, therefore, of enormous assistance to beginners, and a great help even to experienced skaters. They are easily attached and the ladies' size is suitable for children.

The Perfection is a brand new idea, but during the short time it has been on the market it has enjoyed an enormous sale.

As the skating season is just beginning send along your enquiry to-day.

The Owen Sound Steel Press Works

OWEN SOUND, ONT.

IF you wish to corner the handle trade of your district, you can only do so by handling goods that will uniformly give satisfaction.

WHY The reason why some makers succeed in turning out better handles than others, is because they give more care in the selection of their timber, pay a longer price for it, and season and shape it properly.

HOW There is only one way in which you can make certain of getting all the handle trade.

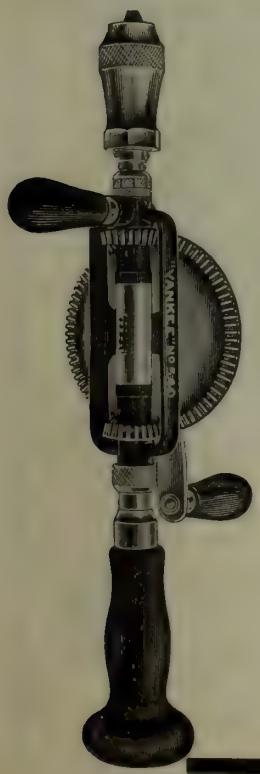
Sell nothing but STILL'S!

Send for Quotations

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO.





Somebody is Selling "YANKEE TOOLS"

Somebody is Getting the Trade

IF IT'S YOU—Accept our congratulations. You are wise that "Yankee" Tools are as needful to the Mechanic's outfit as a hatchet and saw—that if you cannot hand him the "Yankee" he goes to your competitor and you lose a sale or maybe a good customer.

WRITE FOR CATALOG.

IF YOUR COMPETITOR---WHY NOT YOU? You can get more of this trade and ought to have it. We are interested in your getting it. Why not send your advertising matter with your imprint free of expense? Have your jobber send you a sample lot of the best selling "Yankees." There are 35 styles and 75 sizes to select from.

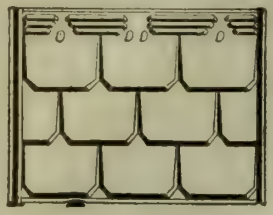
NORTH BROS. MFG. COMPANY

PHILADELPHIA, PA.

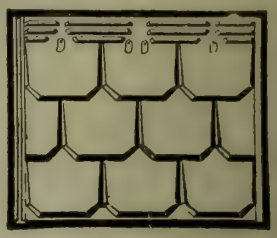


The permanent roofing is the one to sell

You cannot afford to speculate with roofing sales. One faulty, leaky roof may lose your best customers. Sell roofing you **know** will give absolute satisfaction —roofing that will be in perfect condition 25 years from now.



"EASTLAKE" Metallic Shingles



make a **permanent, waterproof** roof. You can guarantee them. **Actual test has** proven **their quality.** Roofs covered with "Eastlake" 25 years ago are in perfect condition. These goods insure profit and reputation—the **only** goods it pays to handle.

Send us measurements of roofs for complete estimates. Write for illustrated price list No. 4. It will help you make sales.

Manufacturers of "Metallic" Building Materials.

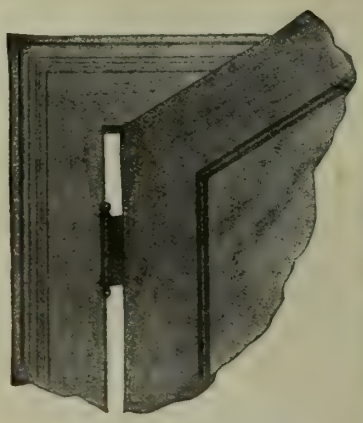
The Metallic Roofing Co Limited
TORONTO & WINNIPEG

2405

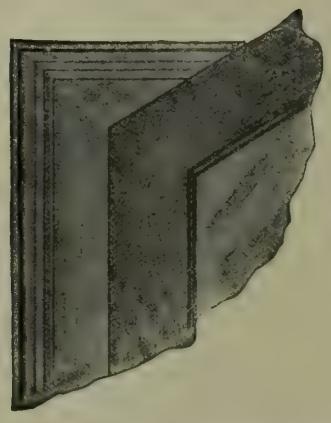
Soss Invisible Hinge Co., Limited, 104 Bathurst Street, Toronto

PRODUCTS.—We manufacture the "Soss" Invisible Hinge, protected under patents in U.S. and Canada, and are prepared to furnish same in all sizes, from those suitable for Cabinet Work to such as are required for heavy entrance doors.

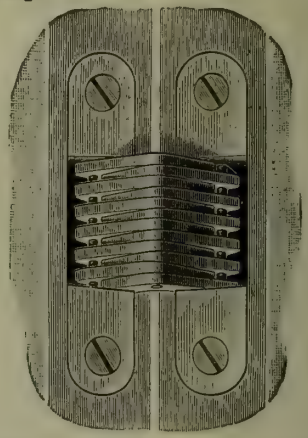
COMPARISONS.—There was a time when doors were swung on hinges and fastened by bolts and locks of very crude workmanship. As improvements advanced, the locks were put out of sight, and "Mortise Locks" have been in use in good buildings for many years. The hinge, however, remained much the same, after reaching what is known as the "Butt," until the introduction of the "Soss" Invisible Hinge, which is as great an advance in its way as the mortise lock was over the old-fashioned lock fastened on the outside of the door. The cuts below illustrate the invisible hinge as compared with an ordinary Butt hinge.



Door Mounted with old-fashioned Butt.



Door Mounted with Soss Invisible Hinge.



Invisible Hinge as it appears when door is open

No. 101, suitable for wood ⅛" to ¼" thick (furniture work.) Will carry a door 3' x 18".
No. 102, same as above, but has square corners.
No. 104, wood must be ¼". Will carry a door 5' x 2' x ¼.
No. 108, wood must be 7". Will carry a door 6' x 30" x 1½.
No. 112, wood must be 1½" to 1¾". Will carry a door 6' x 2' 6" x 1½".
No. 116, wood must be 1¾" to 2½".

STOP HINGES.—We can supply any size hinge to stop at any angle desired, but same must be made up especially and at an extra charge.

STOCK CARRIED.—We carry in stock hinges in sizes as above in Brass, Bronze, Nickel and Oxidized Copper.

Prices on application to all leading Hardware Dealers.





Our Entire

Sales Department

in session this week ask HARDWARE & METAL to wish our friends and customers

A HAPPY & PROSPEROUS NEW YEAR

Shortly after January 1st our representatives will tell you all about our Convention and the Good Things we have in mind for

1911

The Mark of Quality — BLACK DIAMOND — Trade Mark Registered

SALES DEPARTMENT

C. M. STRANGE—SALES MANAGER

J. R. Anderson
L. Belanger
Geo. Benard
Geo. Boisvert
J. A. Bureau
A. O. Campbell
F. W. Campell
Frank Cantillon
H. H. Clark
E. N. Cote
J. T. Craig
H. B. Dale
J. A. Demers
C. L. Devitt
J. F. Doyle
G. C. Dufresne
A. R. Hart
J. Kerr
W. J. Keyes
A. D. Le Blanc
L J. Le Clair
E. B. Ryan
B. Saunders
E. Turbayne
J. C. Watson
G. S. H. Williamson
Geo. C. Yeung

LEWIS BROS., Limited

MONTREAL



Ottawa Toronto Vancouver



DECEMBER 31, 1910

Closes
A Very Prosperous Year

Especially in the Hardware Trade

We Wish to thank our many Customers for their Patronage during the past year and beg to solicit the same for the coming year.

With our Large Staff and Up-to-Date Facilities for filling orders, we are in a position to meet all requirements.

ALL ENQUIRIES RECEIVE PROMPT ATTENTION

ALL GOODS INVOICED AT LOWEST MARKET PRICES

F.&W.

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal : : : : : Canada

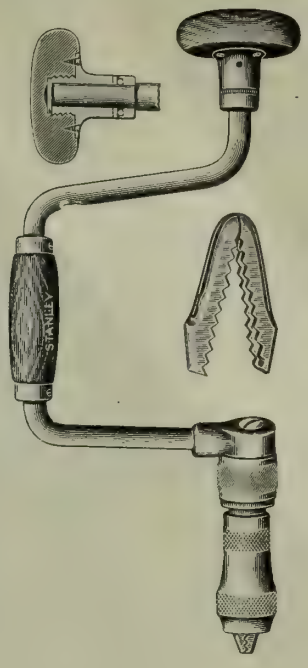
F.&W.

Stanley Tools

Are the best that money can buy, yet they are sold at reasonable prices, which allow a good profit to the retail dealer.

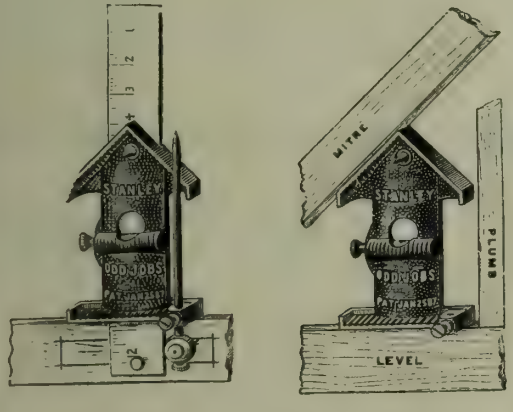
No skilled mechanic wants a substitute when he can get a Stanley tool.

NO OTHER LINE SELLS SO READILY



BRACES No. 921

Full Nickel Finish, Cocobolo Handle and Head, Steel Ratchet Gear, Steel Clutch Machined and Hardened, Steel Chuck Body Screw, Working parts fully protected. No projections.



STANLEY "ODD JOBS"

Can be used as a Mitre, Square, Level, Plumb, Marking Gauge, Square and Rule.

STANLEY LEVELS



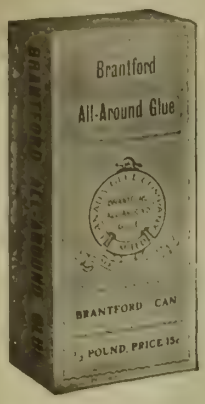
SIDE GROOVE  OR HANDY FEATURE

Made from thoroughly seasoned wood, thoroughly tested and guaranteed. Large variety to select from shown in our catalogue.

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG



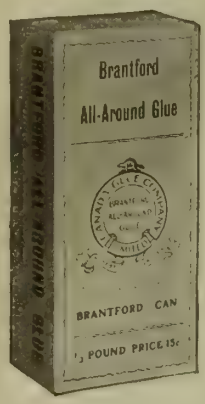
BRANTFORD ALL-AROUND GLUE

(GRANULATED)

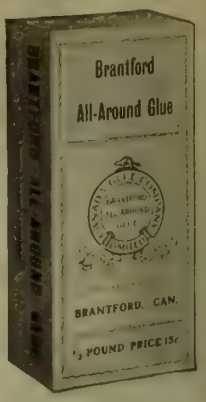
THE HIGH-GRADE GLUE IN THE CONVENIENT PACKAGE!
IS NOW STOCKED BY MOST OF THE
LEADING JOBBERS

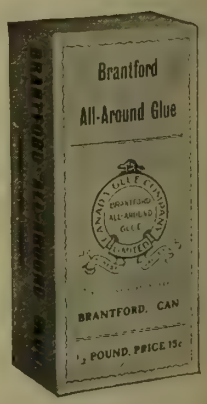
QUALITY TELLS!

J. H. Ashdown Hdwe Co., Limited	Calgary, Alta.
Ross Bros., Limited	Edmonton, Alta.
The J. H. Ashdown Hdwe. Co. Ltd.	Winnipeg, Man.
Marshall-Wells Co, Limited	" "
Miller-Morse Hdwe. Co., Limited	" "
G. F. Stephens & Co., Limited	" "
Wood, Vallance, Limited	" "
The S. Hayward Co., Limited	St. John, N. B.
Emerson & Fisher, Limited	" "
A. M. Bell & Co., Limited	Halifax, N. S.
Cragg Bros. & Co.	" "
The Fife Hdwe. Co.	Ft. William, Ont.
Wood, Vallance & Co.	Hamilton, Ont.
Cowan Hardware Company	London, Ont.
Thos. Birkett & Son Co., Ltd.	Ottawa, Ont.
Caverhill, Learmont & Co.	Montreal, Que.
Frothingham & Workman Limited	" "
Lewis Bros. Ltd.	" "



IF YOUR WHOLESALER IS NOT ON THE LIST, SEND HIM AN ORDER AND WE SHALL BE PLEASED TO PUT HIM THERE.







That Sign on a Saw

stands for highest quality. It is recognized by the best mechanics as their insurance of honest saw value.

ATKINS STERLING SAWS

are made in Canada, advertised in Canada and favorably known among the buyers who expect to pay a fair price for a saw. ***Write for details.***

U.S. FACTORY:
INDIANAPOLIS
IND.

E. C. ATKINS & CO.

HAMILTON
ONT.



NOW FOR 1911

We swing into the New Year with every possible encouragement as regards general business, and the outlook particularly promising as regards ourselves. Our persistent aim will be to so conduct things that strangers will become customers and customers become friends. We want your trade and shall take pains to deserve it.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST.



BUTTS AND HINGES

Scientifically made by expert workmen on rapid modern machinery are not too good for you. Keep a full stock of all sizes — Demand them from your jobber.

CANADA STEEL GOODS CO., Limited

HAMILTON MANUFACTURERS CANADA

We wish all our Customers and Friends

A Happy and Prosperous New Year

The Thos. Davidson Mfg. Co., Ltd.

Montreal and Winnipeg



When you think of Metal Ceiling, think of "Galt."

Dealer, House-owner and Architect all favor "Galt" Art Metal Ceiling

Ernest R. Beckwith, C.E., architect on this job, says of the goods supplied:—

"Besides being one of the prettiest ceilings I have ever seen, it was exceedingly easy to erect. In fact, most of the work was done by unskilled labor owing to the regular tinsmiths being busy.

The special material made for the stage-front was accurate in detail and satisfactory in every way."

If you want to please your customer and his architect; if you want to build up a business in Metal Ceiling and if you want to make the most money from your metal ceiling work, send your orders and enquiries to

The Galt Art Metal Co., Limited, Galt, Ont.

Look for this Trade Mark!

TRADE MARK

Registered

It is the mark of Quality, branded on every genuine

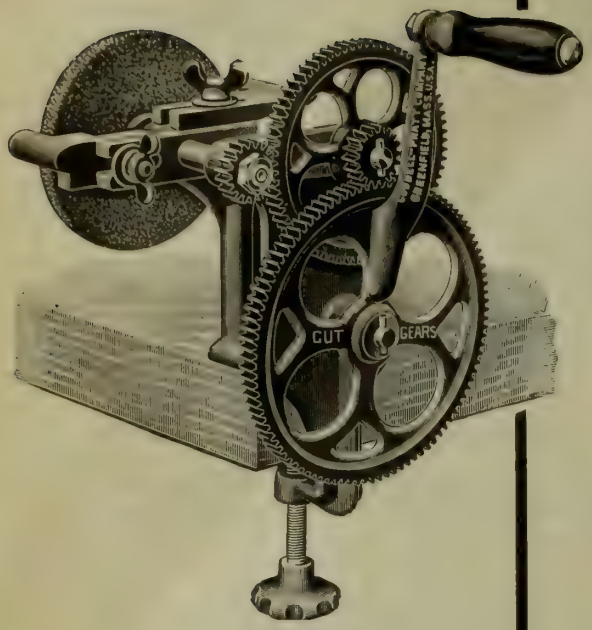
LUNDY SHOVEL

and will be your guarantee of complete satisfaction. Every "Lundy" Shovel is a welded shovel, noted for its smoothness of handle and finish of blade.

We make nothing but welded shovels, because we are convinced of their superiority. We carry large stocks of our four brands and can promise the promptest shipment.

LION
UNICORN
NUGGET
DEMON
Shovels

Lundy Shovel & Tool Co.,
LIMITED
Peterborough - - Ontario



GRINDERS

¶ Every Bench Grinder of our manufacture is individually built up by an expert mechanic. Every part is hand fitted; bearings are reamed; gears are cut and hobbed.

¶ They are MACHINES and are built as such.

¶ Like all other products of the

GOODELL-PRATT SHOPS

you can guarantee them to your customers as the finest quality made and the real value in them, which will be apparent to any mechanic, will enable you to get a good profit.

¶ Ask us for details.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

463 Representatives 463

The MacLean Publishing Company have a staff of 463 circulation men in Canada, men who are devoting their time to the fourteen MacLean publications.

It is a large organization---the largest and most efficient of its kind in Canada.

We are anxious to secure more representatives---one in every centre of 500 or more population to look after subscriptions, new and renewals, of our fourteen papers.

This field offers the ambitious young clerk profitable employment in his spare time, in addition to an excellent training in salesmanship.

Bear in mind it leads to a permanent position to the man who is ambitious and not content with the average salary.

MacLEAN PUBLISHING COMPANY

143-149 UNIVERSITY AVENUE, :: :: TORONTO

Disston Telegraph Screw Driver



The Disston Telegraph Screw Driver has a round blade of crucible steel. It is hardened and tempered with the greatest of care. Bright finish.

Handle of hardwood, stained cherry.

Like all Disston tools it is unequalled for durability and efficiency.

Neat and well-finished appearance.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works, PHILADELPHIA, PENNA.

Canadian Works, Fraser Ave., Toronto, Ont.

Prices Right

GREENING GREENING

ABSOLUTE SAFETY

is what your customers are obtaining when they purchase

Greening's Wire Rope

for Elevator, Haulage or other strenuous use.

All wire used in Greening ropes is subjected to a complete set of the severest tests before being made into rope, and it may be relied upon absolutely.

We are makers of special Alligator Ropes, Saw Carriage Ropes, Smoke Stack Stays, Standard and Lang's Patent Lay.

Help your customer to increase the life of his rope by selling him Greening's Rope Grease and Rope Fittings.

Our catalogue is full of points of interest. Study it.

THE B. GREENING WIRE CO., LTD.

Hamilton, Ont. **Montreal, Que.**



MADE IN CANADA

A GOOD GUN IS A GOOD SELLING GUN

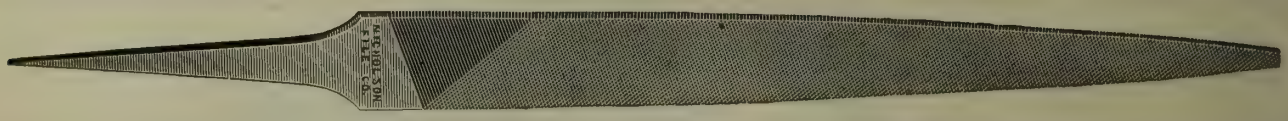
The progressive dealer will want to supply his trade with the gun which combines the best and most modern features in hammerless gun construction.

The Tobin Simplex Gun is designed to meet the requirements of the most exacting buyer. It is sold on a money-back guarantee, and being made in Canada, costs less than imported guns of the same grade.

The Tobin Gun is the strongest light gun, and the lightest strong gun made. The frame and all parts of the action are made of steel drop forging, and the hammers, sears, springs and locking bolts, are of tempered spring steel. Only the best imported fine grain walnut is used in the stock, while the steel of which the barrel is made is that which repeated tests have shown to possess the greatest tensile strength under the strain of excessive loads of nitro-powder.

You should stock the Tobin Gun. Write us for catalogues and information. We can make business for you.

The Tobin Arms Mfg. Co., Ltd. **Tobin Simplex Guns** Woodstock, Ontario



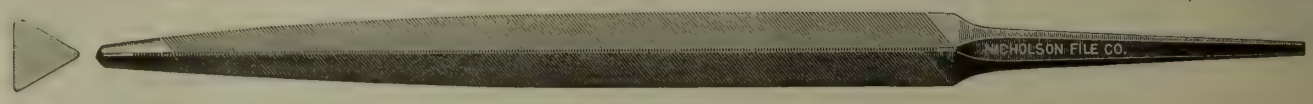
Special Steel—Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

AMERICAN ARCADE GREAT WESTERN GLOBE
EAGLE McCLELLAN K & F J. B. SMITH

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) **Port Hope, Ont.**



Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

The Goods That Have Made Good Because They are Well Made.



Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just Issued.

Factory and Head Office, - - ST. MARYS, ONT.
Branches, Montreal and Winnipeg

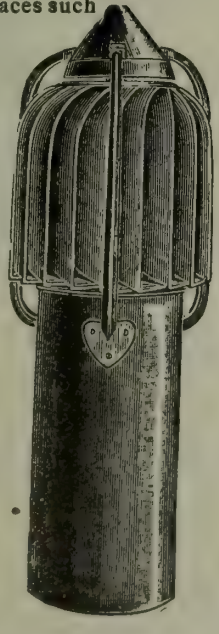
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909.
J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well

Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

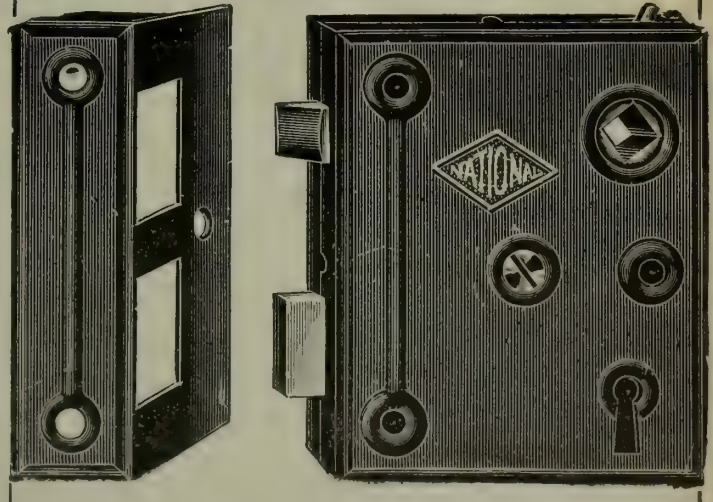
The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers
Montreal

THE BUILDER WHO KNOWS USES ONLY

Steel Rim Locks

They are the strongest, safest and most durable rim locks manufactured and the National Brand is the best steel rim lock



ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



Make Good Profits Carrying Our STEEL SIDINGS

There is a good margin of profit for you in handling PRESTON Steel Siding. That is a good reason why you should not only carry it, but give it a push.

It is an easy line to sell, because it has so many strong selling points. For one thing it is damp-proof. This will be appreciated by those who desire a dry house. It is fire-proof and practically lightning-proof, which appeals to those who want safety and a low insurance rate.

Large range of handsome stone and brick patterns suitable for many different styles of buildings

Write for all the selling points, and our interesting proposition. We've a lot to tell you that it will benefit you to hear.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

"IMPERIAL" ANTI-FREEZING WINDMILL FORCE PUMP



With improved vertical three-way, for tubular or other wells.

Six, eight and ten-inch stroke

In Fig. 18 we have aimed to embody every good quality that is essential to a perfect pump. It is light in weight, symmetrical in design, mechanical in construction, and for beauty, strength and finish is without a peer. We are thus enabled to offer the trade a single-acting, underground three-way pump that covers the entire field, and enables the dealer to fill any order, and does away with the expense of carrying from three to five different styles of pumps in stock, different sized flanges are all that is necessary Always fitted with 1¼ flanges unless other size is specified.

Fig. 18

Manufactured by

The AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - ONTARIO

Western Representatives

ONTARIO WIND ENGINE AND PUMP CO., Ltd., WINNIPEG and CALGARY

THE CONNOR BALL-BEARING WASHER

With the hinged cover now used on this Washer it is no longer necessary for the operator to place the cover and rubbing board dripping wet onto the kitchen floor. With this hinged rubber and cover the water drips back into the machine. It is easily handled. And other features of this machine are a detachable tub; no iron running through the bottom of the tub; Cypress Tubs: nicely finished Ball - Bearings and Motor Springs do most of the work.



Have you the agency for this washer? If not, write at once for sample, prices, terms, etc. You will find it the most satisfactory machine you ever handled.

J. H. CONNOR & SON, LTD., Manufacturers. OTTAWA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta. Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A Thing of Beauty Is a Joy Forever

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST.

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



Easy to grind as a watch to wind

PEERLESS FREEZER



Peerless Freezer Sold Everywhere Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

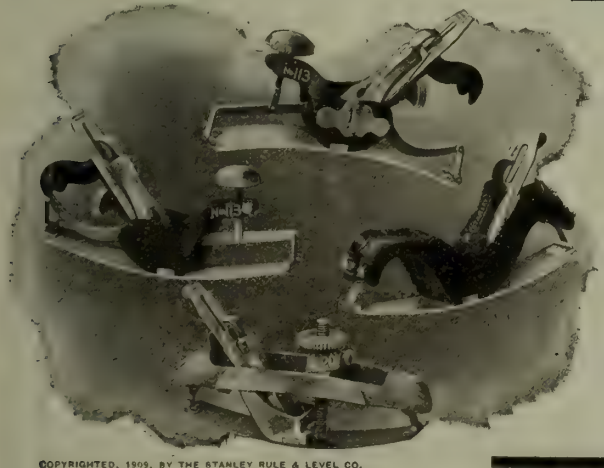


Dana Food Chopper



Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY ADJUSTABLE CIRCULAR PLANES have flexible steel faces which can be easily shaped to any required arc, either concave or convex.

The cutters are made from a high grade of steel and are adjustable both endwise and laterally.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue.

Address all communications to

STANDARD THE WORLD OVER

Stanley Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

ESTABLISHED 1855

Metals, Iron and Steel

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Bell Brand Horseshoes

TRADE  MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	BELLEVILLE
Toronto Bolt and Forging Company, Limited	SWANSEA, SUNNYSIDE
Gananoque BoltCompany, Limited	GANANOQUE
Brantford Screw Company, Limited	BRANTFORD

Head Office - - - - TORONTO, ONTARIO



This is the season for

The Famous Oil Heater

There is generally some room in the house that needs a little extra warming, and this is just where the "Famous" is most needful.

Place this in your window and appeal to your customers' sense of comfort. Try it this time if never before and watch the results.

THE MODEL TEA KETTLE

No. 900

Highly nickel-plated finish, with flat bottom.

Cover on side.

Stationary handle.

Flat bottom.



PATENTED 1903

Built after the dictates of common sense.

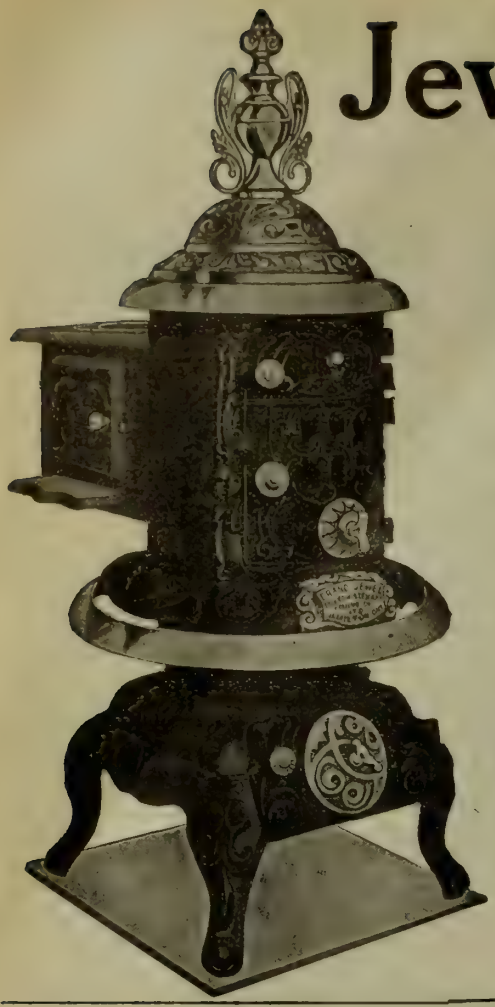
Here is a tea kettle that sells on sight.

Write us for circulars.

McClary's

London Toronto Winnipeg Montreal Vancouver
St. John Hamilton Calgary Saskatoon

Jewel Stoves and Ranges





Grand Jewel Heaters

Made in three sizes Nos. 13, 15 and 17. No. 15 only made WITH OVEN. All sizes supplied with Feed Pots. Nickel Plated side wings can be supplied with each size at a small additional cost. These stoves are fitted with top swinging cover and have Pot Hole. They are nicely nickeled and are excellent heaters.

Size of oven on No. 15—10x12x8 inches. The great variety of both cooking and heating stoves that we manufacture enables us to satisfy all demands.

Write for catalogue and prices.

The Burrow, Stewart & Milne Co.
Limited
HAMILTON - ONTARIO

"Monarch Diamond"

Every improvement which really makes for practical efficiency has been introduced into the MONARCH DIAMOND RANGE, and you will find it a splendid line to feature.

It is made of heavy gauge planished steel, interlined with asbestos and steel -a 3-ply wall of great durability.

The oven is large and roomy and the firebox well proportioned.



Planished Steel Ranges

Grate bars can be removed and replaced with very little trouble.

A range that is profitable and satisfactory to handle.

Get catalog and discounts.

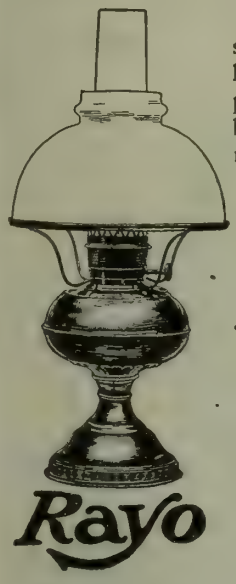
Write us to-day.

Butterworth Foundry, Ltd.
Ottawa, - Can.

The Most Extensively Advertised Oil Consuming Devices on the Market

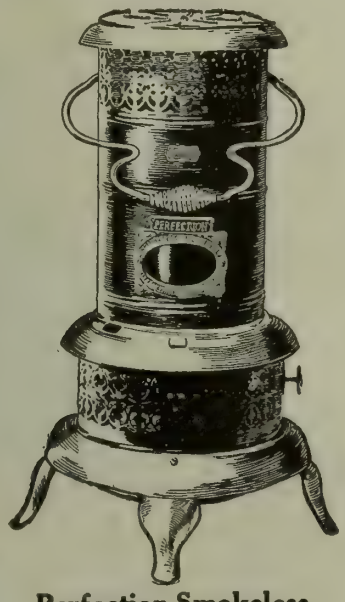
They are the best that inventive ingenuity and manufacturing skill can produce. No time or expense has been spared in embodying in them every possible improvement.

THEY ATTRACT TRADE THEY SELL THEMSELVES



The Rayo Lamp is a well-constructed, handsome, center-draft lamp of unusual light-producing power. Made of brass and beautifully nickeled. An ornament anywhere.

Rayo



The Perfection Smokeless Oil Heater is acknowledged to be the only oil heater that really is perfection. It is an easy seller. Does all that is claimed for it and always satisfies the purchaser.

Perfection Smokeless Oil Heater



The New Perfection Wick Blue Flame Oil Cook Stove is the best device for cooking that is made. Smokeless, odorless, convenient, attractive.

You do not have to hammer at your customers in order to induce them to buy. Our long and extensive advertising campaign has caused the New Perfection Wick Blue Flame Oil Cook Stove, the Perfection Oil Heater and the Rayo Lamp to be recognized as standard fixtures of the well-appointed home.

New Perfection
WICK BLUE FLAME
Oil Cook-stove

If your jobber does not handle these goods, write for descriptive circulars and prices to

The
Queen City Oil Company, Ltd.
TORONTO

THE COMMERCIAL CORRESPONDENCE PAPER OF THE DAY

SUPERFINE LINEN RECORD

Put it to every test—then you will positively know

SUPERFINE LINEN RECORD

to be unexcelled for fine Commercial Stationery.

Made in White, Azure and Buff.
Envelopes to match.

WRITE FOR SAMPLES.

The Rolland Paper Co., Ltd.
HIGH-GRADE PAPER MAKERS

General Offices: MONTREAL, P.Q.
Mills at ST JEROME, P.Q.

Make Money From Good Pumps—Profit

Unless a metal pump is made just right it will leak at joints or valves.

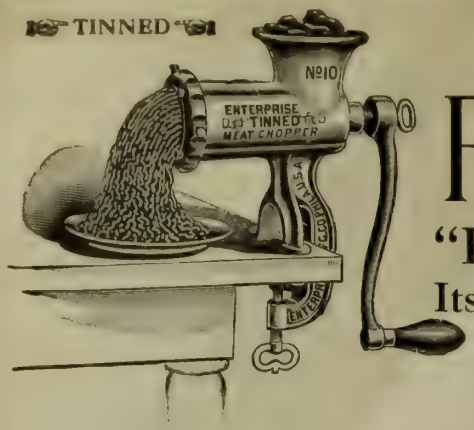
"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.



Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

R. McDougall Co., Limited
GALT, CANADA



"ENTERPRISE"

FOR making sausage there is *nothing* equal to the "Enterprise" Meat and Food Chopper.

Its four blade steel knife revolving against a sharpened perforated steel plate cuts exactly like a pair of shears. It *cuts* (don't tear) more meat in less time and is much better than any chopper made.

You know the quality—so do the majority of your customers.
Made in 45 sizes and styles for hand, steam and electric power.

"Enterprise"

Sausage Stuffers and Lard Presses

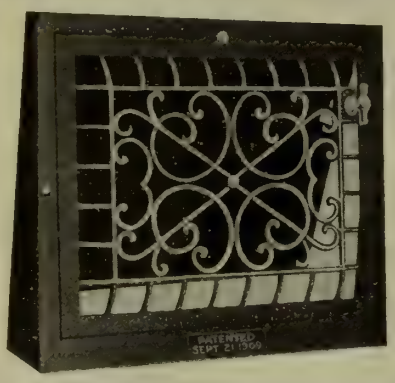
The patented corrugated spout prevents air entering casing—assuring preservation of the sausage.
Now is the time to feature these goods.



The Enterprise Mfg. Co. of Pa.
PATENTED HARDWARE SPECIALTIES
Philadelphia, Pa., U. S. A.

21 Murray Street, New York — 544 Van Ness Avenue, San Francisco

---



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

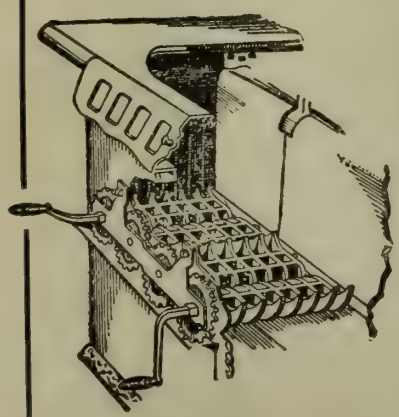
Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



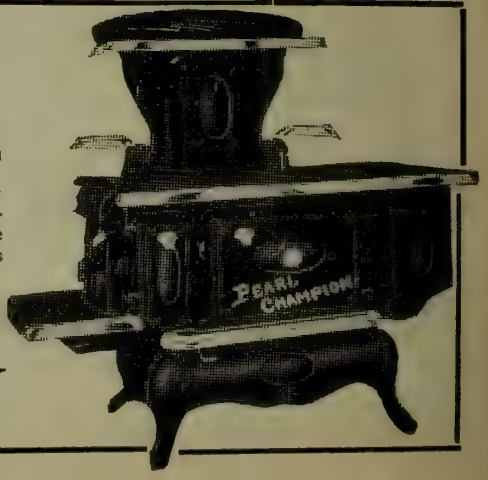
Here's the Range to Feature!

and it is just as good as it looks. The

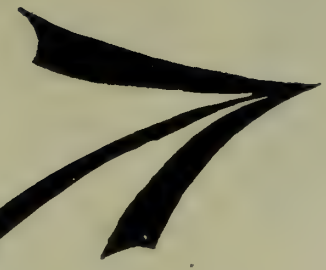
CHAMPION RANGE

is rendered specially attractive because of the CHAMPION GRATE with the cross-wise, non-warping bars. This grate leads all others because it is more open and more easily shaken, and makes the "Champion" a very favorite range.

Are you selling the "Champion"?
Send for catalogue to-day.



D. J. BARKER & COMPANY
PICTON, ONTARIO



Store Cleaning Time

The Christmas rush is over and hardware merchants will find the next month the most opportune time to make those changes in their stores which they have probably been contemplating for some time.

It will pay you to get your store in good shape before the Spring rush commences.

If you want a new show case or counter and wish to dispose of your old one first write out a brief description of it, insert in HARDWARE AND METAL and you will no doubt find some dealer between Halifax and Vancouver who is looking for a chance to buy at a reasonable figure the very articles you wish to sell.

Do you want to buy a new desk? A "want ad." will find some dealer who is re-arranging his store and is anxious to dispose of such a desk at a bargain price.

Have you a set of tinner's tools for sale?

Do you wish to sell some old shelf boxes in order that you may replace them with new ones?

Have you a screw cabinet, a wire cloth rack, a rolling step-ladder and all those fixtures which make your store look neat and enable you to give your customers quick service?

There are a hundred little services our "want ad." department can perform for you.

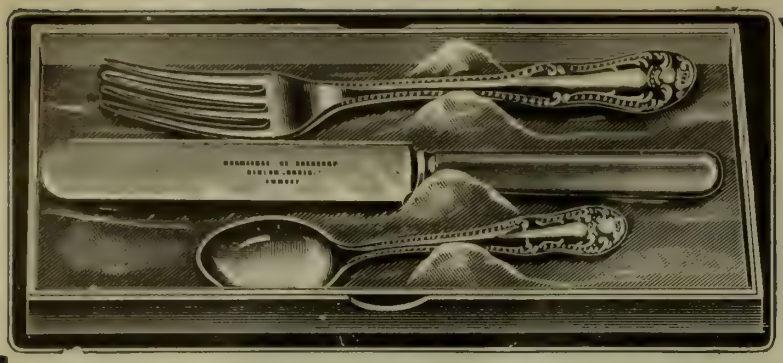
Rates (payable in advance)

2c. per word for 1st insertion.
1c. per word for subsequent insertion.
5c. additional each insertion when box number is required.

Write or phone our nearest office.

Hardware and Metal

MONTREAL TORONTO WINNIPEG



Always in Demand!

These three pieces, in neat satin-lined box, are the very thing you want—a dainty set for the little ones. They are heavily plated with pure silver, and are very artistically finished and durable.

Send for Catalogue of our

Swiftly Selling Specialties.

The McGLASHAN, CLARKE CO., Ltd.,
NIAGARA FALLS, CANADA.

AGENTS:
J. MACKAY ROSE, 88 McGill St., Montreal.
N. F. GUNDY, 61 Albert St., Toronto.
DAVID PHILIP, 291 Portage Ave., Winnipeg.



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

Now is the time to start right!

Buy Laidlaw Bale-Tie Company's Products

and satisfy your customers.

Our OILED and ANNEALED WIRE is second to none in Canada. Once tried, always used.

All kinds of WIRE NAILS and Staples.

ANNEALED WIRE and WIRE BALE-TIES for Baling Hay. Our wire for this purpose is extra strong.

A Prosperous Year to All.

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

A good buyer always asks for

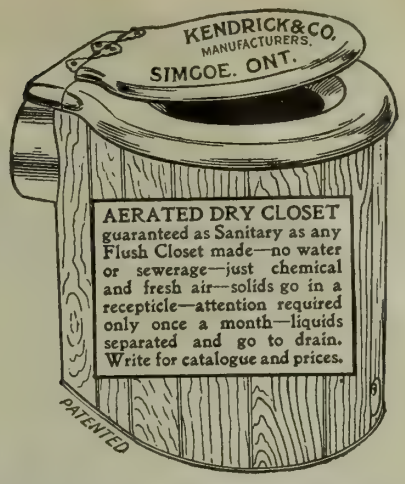
GILBERTSON'S

COMET
Galvanized Sheets

because he knows the name means good quality and the price is right.

Sole Canadian Sales Agent:

ALEXANDER GIBB,
13 St. John St. MONTREAL



DAISY
Indoor Sanitary Earth
CLOSET

You are missing considerable easily-earned profit if you are not pushing the sale of this convenience. All farmers and people who live where no public drainage system exists are live prospects for the Daisy. It is neat, compact, sanitary, well ventilated, and is such a vast improvement over the unsanitary, uncomfortable outdoor closet, that with very little effort many dealers are selling them by the score.



Sells for **$10.00**

with an excellent profit for the dealer.

WRITE FOR CATALOG.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

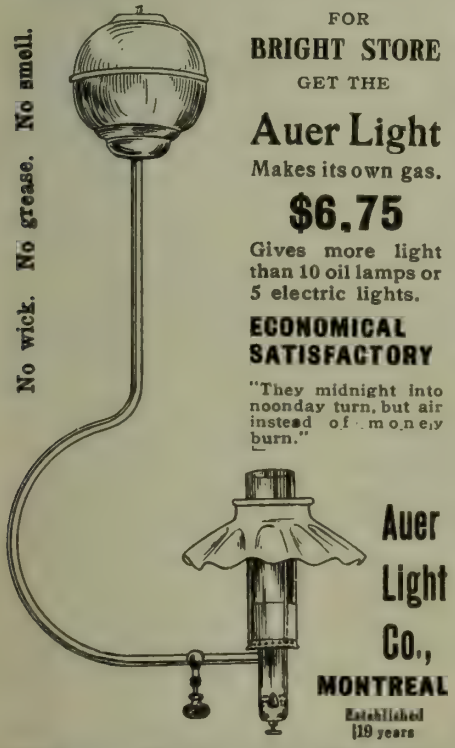
A. B. JARDINE & CO.
HESPELER - - - ONTARIO

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

No wick. No grease. No smell.



FOR
BRIGHT STORE
GET THE
Auer Light
Makes its own gas.
$6.75
Gives more light than 10 oil lamps or 5 electric lights.
ECONOMICAL SATISFACTORY
"They midnight into noonday turn, but air instead of money burn."

Auer Light Co.,
MONTREAL
Established 19 years

Agents can make big money. Many styles. Write for terms.

NOTICE
VOL-PEEK
Granite Cement

Is now put up in 15c. packets, these are again put up in Show Stands printed in two colours, with advertising matter, and cut of man mending a pan.

This stand makes a very catchy and showy display

These stands contain 30 15c. boxes.

Cement will sell very fast in this new size.

Each stand costs you $2.50 prepaid with advertising matter, retails for $5.50; this gives you 80% profit on each sale. Send in your order for one or more stands and we will date your invoice at 30 days.

H. Nagle & Co.
MONTREAL, QUE.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

When writing advertisers kindly mention having seen the advertisement in this paper.

The
Condensed Ads.
on page 39
will interest you

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, munufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD,
31 William St., Toronto

BOLTS.

Carriage Bolts, Machine Bolts, Coach Screws, S. & S. Hinges, Cross Arm Braces and Pins, Pole Steps, Nuts, etc. Plain and galvanized. Ask for prices.

London Bolt & Hinge Works
London, Canada

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies. Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CLIPPERS.

PRIEST'S CLIPPERS THAT'S SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Webush & Hilger, Limited, special New York Representatives. 106-110 Lafayette Street

EMERY WHEELS.



Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

HARDWARE SPECIALTIES.

Everybody

says our Cart-wheel ash sifter is the best ash sifter on the market. Light, strong and cheap. Shipped in a cart-wheel form, they never get bruised or damaged. TRY THEM.

MANUFACTURED BY
THE COLLINS MFG. CO, - TORONTO

MANUFACTURERS' AGENTS.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOS. SONNE, SR.
Manufacturer of
Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

BRITISH COLUMBIA
is a rapidly growing Province. Are you getting all the business you should from it?
WE CAN OFFER YOU CONSCIENTIOUS AND THOROUGH
REPRESENTATION
with Storage Facilities
J. M. KAINS & CO., MANUFACTURERS' AGENTS. 586 Beatty St., VANCOUVER, B.C.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

We have competent Salesmen.
Best Facilities for Distributingand Storing
M. B. ANTHONY & CO.
MANUFACTURER'S AGENTS
603 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

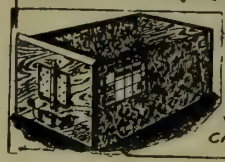
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
Toronto

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., NEW HAVEN

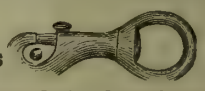
SKATING RINK SCRAPERS.



HARDWARE MEN
sell the Rink in your town an
ICE SCRAPER
saves time and half the labor.
JAMES & REID, Sole Mfrs.
Perth - - - Ont.

SNAPS.

The most popular Swivel Snap, No. 50 "Covert" Swivel Round Eye Snap

All Finishes  All sizes

Large Heavy Body. Brass Spiral Spring.
Covert Mfg. Co., Troy, N.Y., U.S.A.

STRAPPING HOOP IRON.

J. N. WARMINTON
207 St. James St., Montreal
Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



OUR OFF-SET
TOOL HOLDERS



Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand.
Write for Catalog.
ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is **backed by a guarantee.** It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed **free.**
GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO.
Office: 152 McGill Street
MONTREAL

The Winnipeg Painters' Supply Co.
Propose opening in Winnipeg, and are open to receive Catalogues, Price. Lists, etc., from manufacturers.
(53) Box 2166, Wnnipeg, Man



CAMPBELL'S XXX CHOPPER
Pays the Jobber to handle
Quick seller for the storekeeper who has customers looking for quality.
If you want the best axe made write us.
CAMPBELL BROS.
Sole Makers XXX Chopper
ST. JOHN N.B., CANADA

MOP STICKS
"The Tarbox Brand"
Made in Canada
Many kinds
FOR ALL PURPOSES
Distributed through practically all of
THE LEADING JOBBERS
Send for Catalog.
Manufactured by
TARBOX BROS. - - ***Toronto***
(Established quarter of a century under the same personal management.)

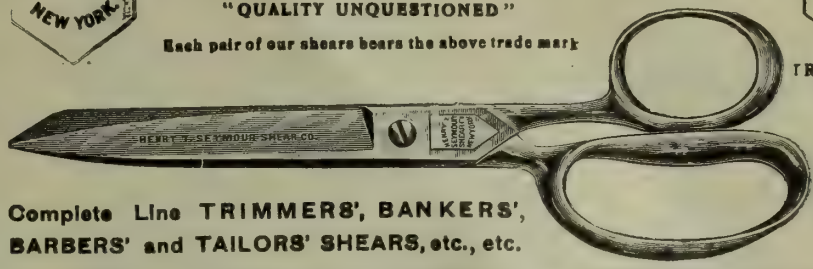
HENRY T. SEYMOUR SHEAR CO. NEW YORK.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"
Each pair of our sheare bears the above trade mark

TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

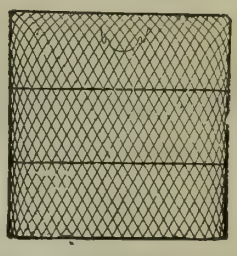


The "INFALLIBLE" GLAZIER'S DIAMOND
Just the Tool for inexperienced Glass Cutters
MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

ONE OF OUR HIGHLY-FINISHED
SPARK PROOF FIRE GUARDS
WOULD MAKE A VERY ACCEPTABLE CHRISTMAS GIFT



We are the largest manufacturers of these goods in Canada. Our line is complete and of the highest quality. Do not fail to get our prices before ordering. Send for special catalogue.



Canada Wire Goods Mfg. Co., Hamilton, Ont.
We manufacture all grades of Wire Cloth and General Wire Work.
We solicit your inquiries.

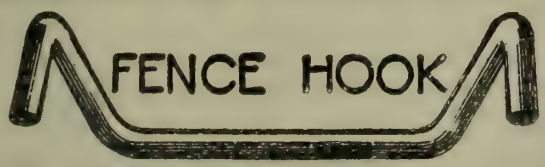
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets of Wire Fences*

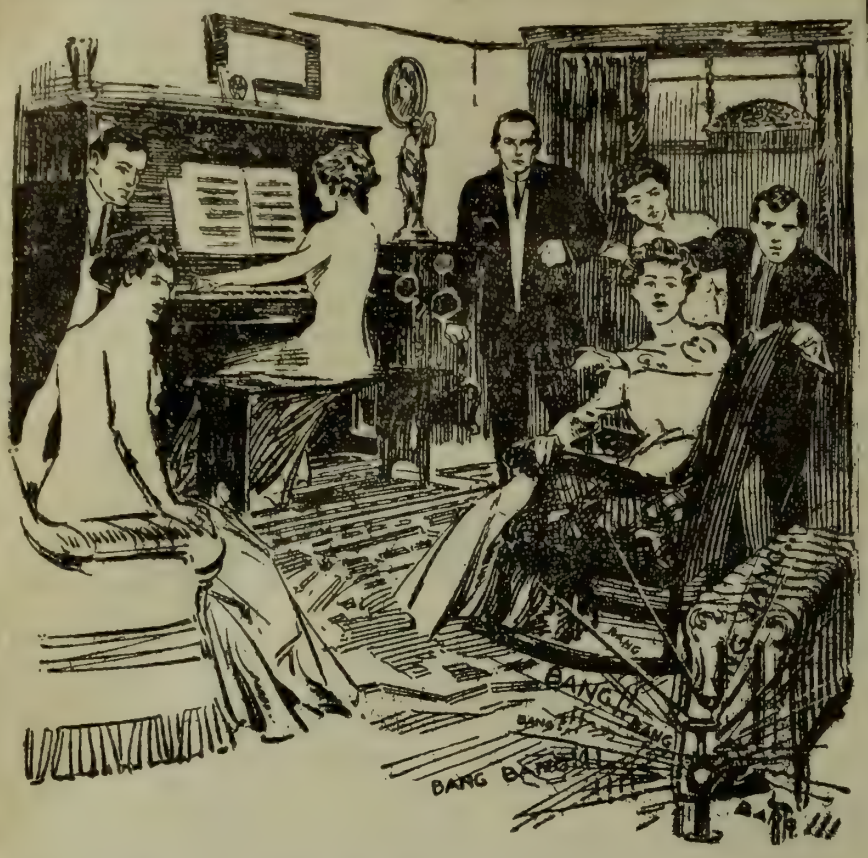


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS
Works: Don Speedway, also Victoria St., - - - TORONTO



MORRISON
STEAM FITTINGS

When things go wrong with steam heat in house or office make it a point to recommend Morrison valves and fittings as a matter of absolute precaution.

We make Radiator valves in all styles and sizes.

A trial will convince you that the J.M.T. mark is a guarantee of the best to be had in Brass Goods of every sort.

The James Morrison Brass Mfg. Co., Ltd.
93-97 Adelaide St. West, Toronto

Salesmanship Course Free
and Liberal Salary

It is generally the person who wishes to take a course in salesmanship who pays for it, but the MacLean Publishing Company pays for your course as well as offers you a very substantial salary, if you write for a position giving references, stating that you are ambitious and capable of handling our business satisfactorily.

What could be more desirable for the young man starting his business career than to become connected with the MacLean Publishing Company, whose circulation organization is the strongest in the country?

What could be more beneficial than to commence his career with an excellent training in salesmanship? The man who has had experience as a salesman is qualified for any business position.

The staff of the MacLean Publishing Company is being increased every week. The best men get the best positions. The best men are invariably those who are ambitious and who have been connected with the firm the longest.

Write at once for full particulars.

MacLean Publishing Company,

143-149 University Avenue, - - - Toronto



1911

GENUINE ORIGINAL COLD BLAST LANTERNS

WRIGHT'S

Number 4

Cold Blast Lantern for 1911

WHILE we are satisfied that the success of our efforts during the past year to produce a perfect Cold Blast Lantern have met with the complete approbation of our friends, we do not intend to cease our endeavors while there is room for further improvements.

The 1911 Cold Blast Lantern
Retinned Finish,

Rubber Crystal Globe and with Brass Burner, which we shall offer next year, will surpass all previous productions.

It will be to your interests to see our representative before placing your 1911 order.
The No. 4 is fitted with

WRIGHT'S RUBBER CRYSTAL GLOBE

No. 4, price per dozen $6.75

WRIGHT'S

Number 02

Cold Blast Lantern for 1911

As the pioneer Lantern manufacturers of the Dominion, we are prepared to satisfactorily meet all foreign competition.

To this end, and for the purpose of meeting the occasional local demand for a cheaper grade of Cold Blast Lantern, we purpose for 1911 to introduce our No. 02, which will be similar to the No. 4, but with plain globe, tin burner, and plain finish—no parts retinned.

No. 02, price per dozen $5.75

E. T. WRIGHT & CO. (H. C. WRIGHT) Hamilton, Canada

Winnipeg Distributing Agents: Merrick-Anderson Co., Winnipeg Man.
Eastern Representative: J. W. Moncur, Drawer 2209, Montreal, Que.
Toronto Agent: F. B. Wilson, 33 Maitland Street, Toronto, Ont.
Winnipeg Agents: W. W. Reynolds & Co., Winnipeg, Man.
Vancouver Distributing Agents: Macpherson & Teetzel, Vancouver, B.C.

DOMINION

The Best 22 Calibre Ammunition.
The Kind Experts Shoot.
We Guarantee
Satisfaction.

A LINE THAT MOVES.



Made in 15 types.

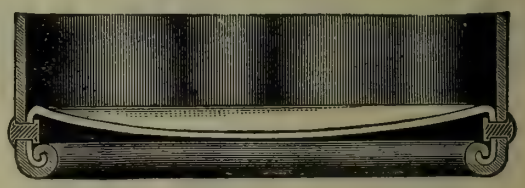
Adapted to all makes of Rifles, Revolvers and Pistols.

Attractively labelled boxes.

Dominion Cartridge Company, Limited,
Ammunition Manufacturers, Montreal, Canada

KEMP'S MILK CAN TRIMMINGS





COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets	6	6	6	6	6	6

The roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance and is supplied with concave bottoms. By examining the cut anyone can readily see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than inferior bottoms. If you want to keep ahead of your competitors use Kemp's Roll-rim Milk Can Bottoms.

WRITE FOR PRICES AND DISCOUNT SHEETS

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, MAN.

THE KEMP MFG. CO. of Montreal
39 St. Antoine St., MONTREAL, Que.

Stock-Taking Methods of Large Hardwaremen

The System Carried Out by the Vokes Co., Toronto—Work is Divided into Two Stages—Ways Adopted to Prevent Hindrance to Trade—How one Man Manages to Mark and Clear Out His Old Stock.

The tendency most marked in connection with stock-taking in the hardware store nowadays is to so arrange matters that trade will not suffer while the work is in progress.

Merchants are endeavoring to facilitate stock-taking by every means in their power. Preliminary work has become the rule in many of the larger establishments. In the smaller stores this is not always possible and the old time method of crowding the work into one strenuous week or ten days is still very much in evidence.

The method adopted by the Vokes Hardware Co., Queen St., Toronto, is to divide the work into two stages. First the "overhead stock" — goods which do not sell very readily during winter months—is gone over and listed. A few weeks later the rest of the stock is gone over and the work of filling in the stock books is commenced.

The First Stage.

The early work begins in December and is generally completed before Christmas week. All goods not in active demand at this period of the year are sorted up, counted and listed. The contents of each shelf or drawer are entered on a list and, when all the goods there have been entered, the list is placed at the side of the shelf or the back of the drawer and left until after stock-taking is over.

If in the interim some of the goods are sold, one of two things must be done. Either the clerk must mark off the list the goods thus sold or he must keep a separate record of such sales, to be produced at the proper time for the correction of the lists.

The Second Stage.

The rest of the work is commenced at the first of the year. The stock not previously listed is then gone over and the slips made out. Everything is then entered in the stock books, one man calling off from the lists and another marking down.

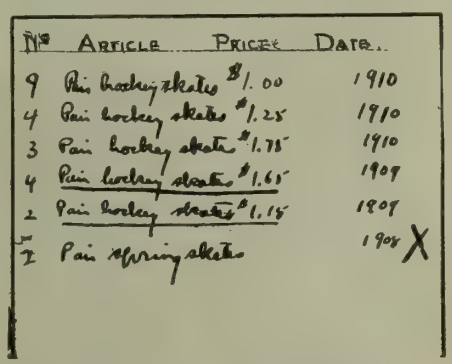
The Vokes Co. have a book for each department; for instance, one for cutlery, one for builders' hardware and one for tools. It is thus possible to work in practically all departments at once, and it does not take long to finish up. Business is not interfered with in any respect, as all customers are promptly attended to while the work is in progress.

Marking Old Goods.

This system is somewhat similar to that adopted by a Buffalo hardwareman. He has for some years followed out the idea of listing all goods on slips before entering them in the stock books. The slips are made to serve a double purpose. All goods, which have been in stock for some time, are underlined, while all odd lines or damaged articles which it is desirable to clear out without loss of time, are marked with a cross. The goods are then entered on the stock books and the slips saved for reference.

Immediately after stock-taking, a big sale is held, and all goods marked with a cross are brought out and offered at reduced prices, together with some of the underlined articles. In this way most of the odd goods and old lines are cleared out, and the business of the new year is started with a stock that is comparatively new and up-to-date. The slips are corrected after the sale and then saved for further reference. All underlined goods are supposed to be sold first and the clerks have instructions to see that the old stock is thus turned over.

This method is a somewhat complicated one and entails much work and



No.	Article	Price	Date.
9	Pair hockey skates	$1.00	1910
4	Pair hockey skates	$1.25	1910
3	Pair hockey skates	$1.75	1910
4	Pair hockey skates	$1.65	1909
2	Pair hockey skates	$1.15	1909
1	Pair skating skates		1908 X

How Old Goods and Odd Lines are Marked on Loose Slips.

close attention, but it serves as a ready means of keeping down the accumulation of shop-worn and slow-selling goods. In a big establishment some such scheme is often found necessary.

How to Help Trade.

The question of maintaing trade during stock-taking time causes some merchants much worry. If the whole staff is engaged in making the inventory, it is difficult to handle what custom comes to the store. Customers will frequently have to wait for a while, and will quite as often get prefunctory service, the salesman being too rushed to maintain the courteous and suave front that the public has learned to expect. Trade is sometimes lost through this cause.

Thos. Meredith & Co., King street east, Toronto, overcame this by putting only part of their staff on stock-taking. "Four men do it all, the rest of the staff attending to customers," explained Mr. Meredith to Hardware and Metal. "Two men take one side of the store and two the other, and they work right through. It takes longer, but makes it possible to do the work without hindering trade in the meantime."

Mr. Meredith's method is to start right after New Years. As the end of his business year comes at the end of January, he has the whole month to get the work completed. Each shelf is done on a separate sheet and the sheets are numbered. Afterwards these sheets are transcribed into the stock books.

If a sale is made between the time that the list is made up and the end of the month, an entry is made in a book provided for that purpose. This book is consulted in conjunction with the slips when the stock book is finally entered up. This, Mr. Meredith considers the only accurate way of keeping track of all sales made during stock-taking time.

The system followed by Mr. Meredith is used very generally in stores where each member of the staff is not assigned to one department, as is done in many large stores.

AN AMALGAMATION?

A. J. Nesbitt, managing director of the Investment Trust Co., Montreal, is reported to be at the head of the syndicate which has made the offer to purchase all the shares of the Montreal Steel Works. No definite decision has yet been reached as to what will be done with the Montreal Steel Works, but there is a strong probability that an amalgamation will be made with the Ontario Iron and Steel Co., of Welland. When interviewed, Mr. Nesbitt said that he was not prepared to make any statement at present. Mr. Blackwell, the Vice-President of the Investment Trust Co., and a director of the Steel Works, was also very reticent on the matter, but one of the other directors practically confirmed the statement.

OPENING BRANCH WAREHOUSE.

Burrow, Stewart & Milne Co., Hamilton,ma nufacturer of ranges and heating goods, have opened a branch warehouse in Winnipeg on temporary premises. The company are at present constructing a six storey warehouse in that city, which will be completed about March 1 next. Formerly their goods were handled through an agency here but owing to the increase of the western trade it was found necessary to open a branch in a convenient location. The western business is under the management of Lionel Haney, formerly a traveler for Caverhill, Learmont, wholesale hardware company.

Salesmanship Must be Evidenced in Business Methods

The Wise Merchant Will Direct His Business From the Selling Standpoint—All Lines Should be Kept Moving to Prevent the Accumulation of Dead Stocks—Some Practical Illustrations of Good and Bad Methods.

"Salesmanship," said a successful hardware man, recently, "consists of knowing your stock."

"To my mind," says another man, "salesmanship could best be defined as 'knowing your customers.'"

Both are partly right. They have each hit on half the truth. Successful salesmanship consists of knowing your stock and your customers. To know your stock thoroughly, to understand the "talking qualities" of each article, to keep in touch with the vagaries of public demand and know what goods are most salable at certain times; all this would not make a good salesman, if there were not combined with it a knowledge of customers. On the other hand, to know your customers, to possess the gift of accurately gauging the possibility of sales, to understand when it would pay to press the sale of goods which the customer had not come in to buy and when it would offend; all this would be futile, if it did not accompany a thorough insight into the stock of the store.

Retail salesmanship is a science—a science which has many devotees, but few masters, which many merchants and whole legions of clerks calmly ignore.

Where It Begins.

Salesmanship begins with the merchant. The elements which make for success must be reflected in his store methods, his window displays and his advertising. Salesmanship is not just one phase of the retail business; it is, in a sense, the whole business.

The proprietor, although he may never approach a customer, is still a salesman—a good one or a bad one. The merchant who keeps in touch with his stock, who sees that trade in dull lines is stimulated, who buys with a view to sales, whose advertisements are bright and attractive, is a good salesman. The merchant who devotes his attention to buying and the office books, who advertises in the stiff, dogmatic style of a quarter century ago or who does not advertise at all, is a poor salesman.

Attention to Stock.

The merchant, who is a poor salesman, says to himself; "I look after the books, the collections and the buying. I have a staff of clerks to look after the sales."

The proprietor, who is a good salesman says: "My money is made in the sales. Every phase of the business is carried on for the sole purpose of facilitating sales. It is on the selling end that I must concentrate, managing all other departments with a view to that one end."

One of the most important considerations for the merchant is to keep in touch with his stock. If he sits back in his office and lets a staff of dull and apathetic clerks look after the selling end, stock-taling time will find him hopelessly loaded with the surplus of slow-sale lines. Demand is not so evenly divided and of such continuous nature that all lines of goods will be gradually turned over during the year.

To paraphase a well-known saying, "Everything is not sold by him who waits." The merchant who waits for the trade to gradually absorb his stock, will discover before long the self evident truth that, at certain times of the year, certain goods will need pushing, if they are to be sold out. To illustrate the point, two instances might be quoted.

"A competitor of mine once," said a Western Ontario hardwareman not so long ago, "had a very strange notion of the value of sales. He was perfectly contented if his clerks were selling the most common staple lines—nails, tacks, wire and all that kind of goods. If he saw his store full of customers buying nails by the pound, he hailed it as an evidence of prosperity. He carried a fairly good assorted stock and some special lines but no efforts were made to sell any of these goods. They were allowed to collect dust on the shelves. He never advertised, of course. His profit on nails was good—for nails—but his loss on unsold stock must have been enough to stagger a more sane dealer."

"Does he still persist in his obtuse methods or has he seen the error of his ways?"

"Oh, he is not in business any more. Out ranching in the west, I believe."

The Other Side of It.

Now for the opposite side of the story. The other day, a Hardware and Metal representative walked into a Toronto hardware store—one of the best and most prosperous in the province, by the way. At the front of the store, in fairly conspicuous positions were displayed odd lines of goods, with prices prominently placarded. In one place was a basket of lock set parts of various sizes and descriptions, selling at 10 cents apiece. On the top of one showcase was a row of probably half a dozen fancy lamps—going at $1.75. On a table in the centre were a great variety of hardware goods, an "olla podrida table"—a little of everything, not much of anything—all selling at low and attractive prices.

The proprietor explained. No, they were not selling out, nor were they conducting a pre-inventory sale. They were just following out their all-the-year-around policy.

"We watch our stock every day," he declared. "If a certain line is selling slowly, out it comes. We put it up in the front of the store. Customers entering cannot help but see it and our clerks politely call attention to it. If it does not sell them, we presume that some inducement is required to dispose of it. We then offer it at a reduction. It is better, in our opinion, to sell at a smaller profit than not to sell at all."

"And the results?"

"It works well. We keep our stock turning over. No dead lines accumulate with us. Odds and ends of stock, we dispose of as you can see by looking around you. Those lock sets, by the way, are the residue of several different lines. In a few days, they will be off our hands."

Carries Only Salable Goods.

Another case might be quoted. A Woodstock hardwareman has adopted a somewhat similar code of selling ethics. But he goes a step further.

"I will not tolerate a slow selling line," he declared, emphatically, to the writer. "If goods are going slowly, I make an effort to sell by featuring them. I push them hard and offer inducements in price. If they still remain in stock, I come to the conclusion that they are not salable and offer them at cost price. That generally cleans the goods out and then I refuse absolutely to handle that line again, my experience having taught me that I would be tying good money up in goods that realize on themselves too slowly for these brisk times. The most plausible traveler in the business could not sell me any special lines of that kind again."

"But how about seasonable lines, goods which can be sold only at certain periods? You do not expect to sell them all the year around?"

"I have a separate system for them. I push them hard during the selling period. If, at the end of the time, I find more on my hands than I care to carry over until the next season I clear them out by my usual methods. My idea is to carry just enough of such stock from season to season to meet belated, and advance orders—for there are, of course, people who buy skates in summer and fall, and hammocks in winter. If I am compelled to carry over more than a nominal stock, I conclude that I had over-estimated the demand and base my orders for next season accordingly."

It is not necessary for merchants to follow the rather radical precepts of the last quoted dealer, in order to make a success of business. It is necessary, however, to avoid the torpidity and mistaken ideas of the merchant in the first instance. No line can be neglected or forgotten. It does not do to concentrate on staples alone nor to neglect staples in order to feature special lines solely. Attention must be paid to specials and staples alike. Business is a battle in which the general of commerce must win all along the line. A wavering here, a falling back there, will militate against advances in other parts and perhaps turn the tide.

Where Good Profits Offer.

A single instance might be quoted to show what results can be obtained by paying attention to special lines.

A Brantford merchant showed the writer two lone articles in his store—both brass novelty lines of a rather expensive variety. "All that is left of two stocks," he explained. "I may say that those goods were among the best paying I have ever handled."

"I always handle small side lines," he continued. "Opportunities are continually offering for good buys on new lines—goods that have never been offered here. I got these goods dirt cheap. As they were new, I was able to sell them at a good price. But the possibilities are limited. One installment is

all I generally handle. They cease to become a novelty after a while and then they are hard to dispose of. To get in right is important, to get out in time even more so."

That is "salesmanship"—to realize the opportunity for a profitable sale and to see far enough ahead not to exhaust the demand before you stop buying. A side line is a good investment in most cases. It carries a good profit and often brings new trade to the store. But the wise salesman-merchant will not devote so much attention to specialties that he must perforce neglect the staple lines, which are, of course, the backbone of the trade.

Salesmanship, then, is not the mere display of goods nor the words that pass between clerk and customer. For the merchant, the word has a broader meaning. It includes the direction of his whole business and the careful planning of a compaign to keep a complete stock moving.

Improved Hotel Accommodation is Demanded

Matter Brought Up at Annual Meeting of Commercial Travelers' Association—A Successful Year Concluded—Retiring President Lauds Life on the "Road."

Toronto, Dec. 29.—Improved hotel accommodation for the traveling public was one of the principal questions considered at the 38th annual meeting of the Commercial Travelers' Association, held in Toronto to-day. It was introduced by a motion by W. H. Scott and Walter Moore, "that the members of the Commercial Travelers' Association instruct our Board for 1911 to press upon the Ontario Government (1) the necessity that exists, in the interests of the traveling public for the inspection and regulation of all hotels in municipalities adopting local option by-laws; the government's responsibility to the traveling public in permitting municipalities to pass local option by-laws without at the same time making provision for hotels to be under public inspection and control: (3) the duty of the government to assume control of all hotels, catering to supply the public with meals and board, or to enact that all municipalities passing local option by-laws shall assume the responsibility and control of all houses for the accommodation of the public."

Mr. Scott estimated that between three and four million dollars was spent annually by travelers representing the many business enterprises in Canada. Travelers were therefore entitled to consideration, and the matter of hotel accommodation should be a business proposition and not a matter of sentiment.

No Politics Wanted.

A motion to the effect that a member who enters into Canadian party politics in the name of the association shall be guilty of abusing the privileges of the association and shall be expelled after a due trial by the directorate board of the association and shall forfeit all privileges and benefits in the association was laid on the table on motion of J. H. Lumbers and C. A. E. Colville.

Benefits for Old Members.

It was moved by A. Fielding and Col. Stoneman that the board of directors for 1911 consider the feasibility of a question which has met with the approval of the meeting. It is to the effect that any man who has been a member of the association for thirty years, upon attaining the age of 75 years should be permitted to ask and obtain 10% of his mortuary benefit each year, and that the board consider the question during the coming year and, if it is considered feasible, that they prepare by-laws to that effect to be presented at the next annual meeting. The motion was carried.

The by-law respecting the date of annual meeting was on motion changed to read during the last seven days in December instead of the last week. This assures the holding of meeting between Christmas Day and New Years.

E. Fielding, treasurer, asked the members to consider the question of securing representation for the members of the association in western Canada.



E. FIELDING, Treasurer.

The west is to advance 100 fold according to statistics. Last year's grain crop was grown on only one one-hundredth of the arable land that is yet to be broken and tilled. Mr. Fielding considered that it was to the advantage of the association to consolidate it by some such means. He moved, seconded by Jos. Oliver, that the new directorate board consider this question and bring in some amendments, if they considered it advisable, next year. By such a provision the association could keep in touch with its western members and increase its activities in proportion to the growth of the country. The motion carried.

List of Officers.

Officers for the new year are:

President—Robt. Gemmell.

1st Vice-Pres.—S. M. Sterling.

2nd Vice-Pres.—Jas. G. Cane. (acclamation.)

Treas.—E. Fielding.

Board of Directors for Toronto.—F. J. Zammers, Geo. W. Moore, John Everett, W. H. Scott, C. J. Tuthill, Alex. Cook, J. W. Charles, D. H. MacKay, Jos. Pease.

Hamilton Board—Arthur F. Hatch, E. O. Zimmerman, Chas. C. Smye, H. J. Wright, Geo. M. McGregor.

Berlin Board—W. J. Moody, F. G. Doering.

Montreal Board—Wm. Williamson.

Jas. Sargant is permanent secretary.

The retiring president, John Gibson, said: "The year 1910 has been one of progress and prosperity as all reports show. Transportation facilities have increased from year to year and we feel that the future will bring increased satisfaction. The 'road' is one occupation that is not overdone, with every new industry it expands, offering opportunities to young men of common sense and ambition. There has never been a strike among the members and never as a body and seldom as individuals have complaints been made against employers. The 'Road' pays better salaries than are offered in most trades and the opportunities are not wanting. There are now between 20,000 and 25,000 travelers in the Dominion. The position is one of trust. Travelers represent millions of capital and have a broad interest in many of the activities in which he has dealings. Success and advancement comes only for merit. The way is opened to higher positions and many of the leading merchants are men who were once identified with the road."

During the past two years, Mr. Gibson's term of office, the membership of the association has grown from 8,640 to 10,099. There have been 163 deaths.

Many Names Added.

The annual report of the Board of Directors showed that 773 names had been added to the membership list during the past year, the membership now being over 10,099. The total amount paid out during the year for mortuary benefits was $64,482.50.

The financial statement shows receipts to the amount of $142,717.50. Investments in debentures totalled $61,619.88. The relief fund shows a balance of $2,084.51 after paying $1,220.00 in relief claims.

Jos. Oliver presented the claims of the Commercial Travelers' Mutual Benefit Association, pointing out that $44,000 had been paid to the wives and orphans of members during 1909 and $29,000 in 1910. He asked the members to give this branch of the association due consideration.

A testimonial will be prepared for the retiring president, John Gibson, who has held office since 1908.

A motion was passed authorizing the appointment of a board of five members to find out the cost of a building, containing sample rooms, billiard and bowling rooms, lunch room, etc. and report at the next meeting.

HARDWARE AND METAL

Established . 188

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Limited

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PUBLISHED EVERY SATURDAY.

NEW EDITOR APPOINTED.

James G. Lorriman, B.A., sales and advertising manager of Metal Shingle & Siding Co., Preston, has been engaged as editor of Hardware and Metal to replace W. Wrigley, who severed his connection with the MacLean Publishing Co. Dec. 24.

Mr. Lorriman has had a splendid training to fit him for the position of editor of Hardware and Metal. He is an honor graduate of Toronto University and has had an excellent business training. For a couple of years he was a "drummer" and had an opportunity of meeting the retail dealer face to face and studying the problems he is endeavoring to solve.

For nearly three years he filled the position of Montreal editor of Hardware and Metal and became so well acquainted with retail dealers, jobbers, manufacturers, and travellers, that although it is nearly four years since he left Montreal many firms still inquire about him or refer to some article he wrote in which they were specially interested.

As sales and advertising manager of Metal Shingle & Siding Co., Mr. Lorriman has been brought into close contact with the hardware dealer as the distributor of their goods and the farmer as the ultimate buyer. The big problem with every hardware dealer to-day is how to interest the farmer and get a fair share of his business. Owing to his previous experience on Hardware and Metal in Montreal and his four years with Metal Shingle & Siding Co., Mr. Lorriman is probably better fitted than any other man to give the retail trade some practical suggestions on this important question.

We have outlined a progressive editorial policy for the year 1911 and will add a number of bright, attractive features which will make every page of intense interest to every man connected with the hardware trade.

THE NEW YEAR.

With the dawn of a new year but a few days off, the mind naturally casts back over the events of the past twelve months. This is a time for reviewing the past as well as looking to the future, for critically analysing the results obtained and the contributing causes.

It can be said, without any reservation whatever, that 1910 was a good year from the business standpoint. All branches of trade have flourished and certainly none more so than hardware. The prosperity with which the country has been blessed has been shared in by the hardwareman, as the cheery, optimistic reports from all sections of the land attest. Trade has been busy in all departments. Many merchants declare that for them the past year was a record breaker. As a slight offset, a few have been heard from who report that their business was not up to the mark; in such cases, however, there have invariably been local conditions to account for it. The regularity with which new hardware stores have been opened in the western provinces attests the strength there and demonstrates the confident feeling that prevails with reference to future prospects.

As a natural sequence, the hardware wholesalers have enjoyed a big year. One Toronto house declares 1910 to have been the biggest year in its history, in respect to volume of business. Other houses, while not going to this length, agree that conditions have been eminently satisfactory.

With regard to the future, fullest confidence is felt. With James J. Hill posing as a prophet of gloom, optimism has received a check in the United States and continued prosperity in fullest measure is not now regarded as certain on the other side of the line. But no matter what transpires in the United States, trade conditions in Canada during 1911 should be healthy. The good crops of 1910 have assured western growth and progress and the east can be counted upon to reflect the conditions existing beyond the Great Lakes. Everywhere in the manufacturing and mercantile worlds preparations are being made for a prosperous new year.

It is a wise plan at the end of the year for a merchant to look ahead and map out, as far as is possible, his plan of campaign. Profiting by his mistakes in the past, he can see where his methods have been at fault and plan to correct them. He can also see in what directions his success has been most pronounced and what branches of business have been most profitable, and arrange to continue the featuring of these lines, applying the same methods to the stimulation of demand in other lines. If new departments are to be inaugurated or new methods tried, the first of the year is the time to arrange all such matters. The dealer will then know just what he intends to do during the year and will be in a position to carry out his plans systematically and to cope with all exigencies.

CLEAN UP THE STORE.

In overhauling his business at the first of the year, the merchant should not stop at stock taking. The store itself needs to be thoroughly gone over and cleaned. During the January lull, time can be found to do the work on a systematic basis and the opportunity should not be allowed to slip.

A bright and attractive store is one of the essential adjuncts to a successful business. Wornout fixtures, dirty and dusty ceilings, accumulation of old stock in corners of the store, are the worst advertisements a business could have. If the store fixtures have become antiquated, the money expended in new cases and "silent salesmen" will be a good investment in the end.

It would pay a merchant to take a critical look through his store and try to see things from the standpoint of the customer or casual caller. It would perhaps open his eyes to many shortcomings, faulty arrangements of goods and lack of effective display. Then let him ponder the question, "How can I improve the interior of my store?" He would discover numerous ways of rearranging certain lines and, after the ideas had been carried out, would be delighted with the improvement made. Too many dealers cling to old ways and ideas in store management. Some day they waken up to find that they have fallen behind in the race. The really successful dealer is the man who believes in keeping his store attractive and up-to-date.

THE RETAILER'S ADVERTISING.

At the first of the year, a merchant will always make a few new resolutions. In a great many cases it would be wise to resolve on paying more attention to advertising.

The retail merchant often finds the advertising problem a difficult one. He does not make the best use of his space and consequently does not get the best possible results. Too many advertisements are written along the old lines, consisting of bombastic statements and obscure generalities, giving no prices or definite information with reference to the stock carried. Frequently, the mer-

chant neglects to change his ad. often enough and readers tire of seeing the same matter and get to expect nothing new or interesting in that particular advertisement.

To make advertisement effective, the writer should bear a few prime essentials in mind. Change the matter as often as possible; for variety, which is the spice of life, is one of the secrets of continued success in advertising. Make your matter as bright and readable as possible. Do not jot down the first thought that comes into your mind; think it over, revise and polish it until it is certain to possess the qualities that attract. To do this, it is advisable to use short sentences. The reader finds it hard to follow a long drawn-out statement. A short reference, full of snap, is more effective than any amount of rhetorical outpouring.

A catchy opening sentence, is one of the first essentials. To arrest the eye and induce the reader to scan through the ad., a good initial remark is found more effective than the name of the firm. To serve this purpose, some dealers have a "slogan" which they use conspicuously in all their advertising matter, sometimes at the start and sometimes at the bottom of the reading matter, but always where it will be picked out by the eye quite readily. A slogan is a sentence or phrase which explains in laconic form the policy of the firm or the nature of their goods, or possibly both. It tells in a nutshell, the story that the advertisement proceeds to give more fully. A vivid slogan will linger in the memory long after the page on which it appears has been tossed aside. In time it will be remembered and recognized as the trade motto of the merchant employing it.

Some indication should be given of values. People are not likely to be influenced to buy unless an idea of the cost of the advertised goods is given. Any particularly good value in a certain line should be featured and that article made the leader, focussing attention on it.

If attention is paid to ad. writing along these lines, the merchant will find that he has raised the standard of his announcements and in time more direct results will be noticeable.

SUPPORTING HOME INTERESTS.

There is a movement on foot in England to hold an "All-British" week among the shops, the object being to stimulate public sentiment in favor of patronizing British-made goods. The Ealing branch of the Union Jack Industries League, have advanced the idea, suggesting that for the space of one week all merchants in the district devote their store windows exclusively to the display of goods made in Britain. The opposition of foreign-made goods is very strong in the old countries, and it seems quite apparent that home industries would reap appreciable benefits from the proposed movement, designed, as it is, to impress on the people that their trade should be given in preference to the product of British concerns. That the move might become in time not only an annual affair in the Ealing district, but national in scope, is the earnest belief of the promoters.

Straight Talks on Hardware Salesmanship

TALK No. 8 BY VICTOR LAURISTON

"No, sir," declared the hardwareman, decisively, "I wouldn't take another consignment as a gift. There's absolutely no demand for it."

The traveler, frowning, meditatively chewed the butt-end of his pencil.

"That's odd," he remarked. "Why, Jackson, just up street, was completely sold out when I called, and gave me a double order."

The hardwareman shrugged his shoulders.

"That may be," he remarked, in a tone that intimated a world of disbelief. "but I'm not going to order. I've half a gross piled back there on the shelves now, filling up valuable space, and that's quite enough."

Smiling, the traveler laid a gentle hand on the merchant's shoulder.

"My friend," he said, thoughtfully, "you astound me—positively astound me. You're a first-class business man. Up and down the line everyone tells me that, and right till this very minute I never thought it was news. Yet you spend good money for something that you never mean to sell, and to make matters worse, you waste a lot of good shelf space to accommodate it.

"Why," he added, thoughtfully, "the minute Jackson's shipment reached him, he piled the stuff on a counter, planted the pile full of show cards, used the advertising dope that accompanied it in a glaring window display, and called the attention of his customers personally to the new stove polish and told them what it would do. While you, not content with wasting good money by buying it, waste a lot of better money by not trying to sell it, and waste another chunk of cash which represents the shelf space the stuff takes up."

"I don't believe Jackson ever sold a box of his polish," muttered the merchant as the traveler went out. "It's one of the slowest sellers I ever struck."

Then, the afternoon being a trifle dull, curiosity lured him to the back of the store. He routed the packages of stove polish from the shelves, dusted them off, transferred them to the top of a silent salesman near the front of the store, and spent a little time designing a few neat show cards and price tags. A customer dropped in as he was putting the finishing touch on the job.

"I've a first-rate article in stove polish here," remarked the merchant, in the course of business.

"That's just what you have," retorted the customer. "My wife's been using it right along and says it's a good thing. She bought a package at Jackson's—didn't know you handled it, or she'd have come to you."

Which illustrates this good old bit of hardware gospel: "It's pretty hard to find anything dead in a stock as long as there's something live behind the counter."

"When I boost a specialty, I'm doing the work the manufacturer ought to do," you say. "Why should I pull his coals out of the fire?"

Why? Because you're the one that benefits by the coal-pulling.

People will come to you for nails, and



paint and wire. These things are staples. Their existence in a hardware store is a well-known fact.

But when you stock some novelty, or even when you decide to feature some special line of paint, or wire, people don't know it till you tell them. Introduce the new line to the people—and don't do it in a whisper. Newspaper advertising, window display, showcase display, price tags, show cards, and, finally, personal urging—run the whole gamut. Where these are intelligently used, the new line won't linger long upon the shelves.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

During the year tin undoubtedly usurped the place that was previously taken by copper, and was the main feature of the metal situation. Taken under control in London by a syndicate, there has been a squeeze established for the last four months of the year in Straits tin. Despite hammerings the control has been maintained, and all signs of weakness has been met by renewed heavy buying. Heavy consumption in the States, combined with a shortness in supplies, helped the bulling movement. As the local markets naturally are controlled by the primary markets, unless for the time being, any spot complication makes its appearance, it can be understood why tin, although it opened the year at 35½c, closed at the price of 42. It might be thought that the advancing prices would have checked the demand, but owing to the shortness of stocks in users' hands, the metal was wanted all the way along, and so merchants experienced a steady demand, although there was an absence of forward buying.

Copper has been strangled by overproduction. Month after month the statistics issued by the producers showed that there was very little improvement in the situation. Consumption was good and exports showed activity, but all the same there was an increase in stocks. The reason of this was the over-production from the mines. Records have been broken at a very time when it was generally admitted that all that copper wanted to regain stability was restriction in production, as was the case with the steel industry after the last great panic. But although there has been rumors as to mergers, combinations, etc., all looking to a careful nursing of the copper situation, nothing materialised. The result is that copper, despite a good consumptive year, ends weak. The local situation is a reflection of conditions in the primary market. Starting the year at 14½c, it finishes at 14c. and yet there has been an exceptionally steady consumptive demand. There is but one way to put the metal on a solid basis, and that is to give the consumptive demand a chance to catch up with the supply by restricting production, which could easily be done if the large interests really combined.

This has been a good year for pig iron both imported and domestic. The greater part of the year the large domestic plants have been tied up with business owing to the withdrawal of two of the great plants from the open market, as they wanted all their own iron for themselves. This naturally restricted the range of buying, and also tended to help the imported iron market. Many habitual users of domestic iron were compelled, owing to lack of delivery, to buy imported grades at the higher price. Thus both domestic and imported pig iron was in good demand. Towards the end of the year, the depression in the States affected the home furnaces in this respect that producers from the other side came across and cut prices, and naturally there has been some slashing. But even with this, furnaces will not quote these prices for anything else but immediate delivery, because it is expected that the situation will improve in the States with the turn of the year.

Spelter has been in good demand all the way through, and has proved the most steady seller. The larger interests have bought exceedingly well, and when they were out of the market the smaller users, buying steadily, helped things along. Spelter is being used more extensively as time goes on, and the tendency is towards a firm, if not advancing, market. The European syndicate lost control of the English market for a time, but soon regained it, and prices have been kept steady. St. Louis showed a marked retrogression in the latter part of the year, and the bottom seems out of the market. Locally prices have kept firm, in sympathy with London, and there has been little change as from the commencement of the year. In fact, prices are identically the same, 6¼c, although there has been some slight fluctuations during the twelve months.

Lead has been in steady demand, although the market on the whole has been devoid of any strong feature. The metal opened the year at 3.75, and closed at the same price both for imported and domestic. The English market has been on the weak side, but price changes have not been so great, and the metal has been able to hold its head above water.

Altogether trade done locally has been above the average, and merchants are satisfied. There is no doubt that if tin had not been bulled, and copper depressed by unwise production, that both these metals would have been magnificent sellers. But just as the high prices in the one restricted buyers, so the low prices in the other acted in the same way, because users always hold off when they think that there is a probability of lower prices.

TORONTO.

December 30.—The year has been fairly good in metals. While the volume of trade has perhaps exceeded that of most recent years it does not equal the "monumental record of 1907," as one local dealer put it. The market has tapered off during the past few months, due to the uncertain condition of several of the metals; otherwise, the year's business would probably have equalled all records. However, it is generally felt that conditions have been on the whole quite satisfactory and the future is regarded as practically sure to bring continued good conditions. It is impossible to accurately define the prospects for 1911 but there is nothing at present to warrant the belief that prosperity will not reign.

The feature of the year's operations has been the tin situation. A syndicate in London has secured control of the tin market and "bull" manipulation has forced the price up from 35½ to 42. The prevailing price to-day is so high that little business is being done and, in fact, the volume of trade during the past few months has been small, most orders being of the hand-to-mouth variety. Tin has not, therefore, been as satisfactory as other metals.

Copper has not been characterized by as firm a tone as had been hoped for. Despite the general recognition of the necessity for limitation of the production, the output has been increased rather than decreased. Prices as a natural result have sagged and, where 14½c was obtained at the first of the year, the prevailing prices now range from 13c to 13½c. The margin of profit on copper has been pared too closely to make it profitable and altogether the metal has been more or less of a drug on the market. Reports of limitation of production during the months of November and December are received as auguries of better things in the future but absolute credence is not yet placed in such statements.

Pig iron has been largely in demand and it is stated that locally the trade has shown healthy signs of growth. Prices have remained firm throughout the year and it is considered that 1911 holds out every prospect of a greater demand.

Plates and Sheets have sold with much readiness. In fact, at some seasons of the year, the demand far overtopped the supply and sellers found it difficult to satisfy their customers. It was particularly the case with Canada plates. In the early fall the English makers ceased production and no amount of solicitation could urge them to supply Canadian orders. A case is known where plates ordered in July are still undelivered. As a result of the shortage, Canada plates have gone up in price 25c.

Lead has been fairly strong all through the year, good demand going hand in hand with a more or less ample supply. Prices have fluctuated slightly but present quotations stand on a par with prices at the beginning of the year.

Spelter has been very active. Toward the latter part of the year the supply has been rather lighter than the demand but price has remained firm nevertheless. At the beginning of the year spelter sold at $6; to-day prices range from $6.15 to $6.25. The spelter situation has been well toned all through and the line is deemed to have been profitable.

HARDWARE MARKETS

MONTREAL.

Remarkable steadiness in prices marked the hardware market during the year. Probably there never has been a year in which prices have remained so firm and so undisturbed. All the main staples practically opened and closed the year at the same price and although wire and tacks and various other lines have fluctuated a few cents, yer there has been so little change in the situation that it can be considered hardly worth mentioning when the whole range of prices are concerned. Probably of all the departments builders' hardware has proved the most steady seller. Right from the start of the year the various lines constituting builders' hardware sold well and this was continued right up to the end, for although the country trade fell off during the winter months, the local trade kept up. Building has been so good all the way around that it naturally stimulated the sale of hardware, and this combined with the fact that merchants are paying much more attention to this department make builders' hardware probably the most prominent seller (that is so far as the whole twelve months are concerned) of all the lines.

Bolts and nuts have sold well during the year, and in fact it would be somewhat invidious to pick out any of the lines as being more prominent than the others. The whole of the trading has been marked by certain cautiousness in buying, but if individual orders have not been heavy the aggregate volume of business done week by week has been above the average. Jobbers have been in a position to ship promptly, and so the merchants having found the value of running on light stocks when they can depend upon prompt shipment have kept to that course and have bought frequently and in small lots. Under these circumstances booking has not been heavy, and it does not seem as if this coming year will see any different. There is a confident tone all the way around, and merchants seem pretty well assured as to the extent of the consumptive buying. Taking what may be quoted the seasonable lines the Christmas demand for this year has been much above the average. Merchants have bought more extensively and with wider range, and there is no doubt that the Christmas of 1910 marks a distinct advance in the buying of Christmas goods by the hardware merchant. From accounts which have already been received it is evident that few have regretted the fact that they made strong attempts to capture the trade.

Sporting goods have had an exceptionally good year and the shortage of skates which opened 1910 is apparently to be repeated this year. Toboggans and snowshoes again felt the want of heavy snow falls, but the trade done has been very good even if not up to the average. Lawn goods too, had a very good season, and it is likely that this will be repeated during the coming spring.

All the way around there has been little spectacular to write about and the chief feature has been, as we have said, a remarkable steadiness in prices marked by consistent buying, and confidence as to the future.

TORONTO.

December 30.—The past year has been a splendid one in every respect. Not only has the volume of business been large—larger perhaps than ever before—but the collections have been good. In no previous year has the tendency to pay promptly and willingly been more pronounced—a sure evidence of general prosperity in the trade.

One local jobbing house declares the past year to have been the best in its history, in point of volume of business. The demand has been steady from start to finish and at several seasons it has been found difficult to keep pace with the orders. The Christmas trade was heavier than ever before and a tendency was shown to handle a better class of goods. Holiday goods were kept moving almost up to the last day, supplementary orders pouring in rapidly.

The prospects for the coming year are held on all sides to be good. "There is no cloud in the sky," said a local jobber, in discussing trade possibilities for 1911. "Of course, it is not possible to say beforehand with any degree of certainty just what the future holds, but at present there is no reason to feel that the volume of business will not be quite up to the record of the past year."

One of the busiest lines right through the year was builders' hardware. The country has experienced a distinct stimulation in building operations and every district has seen a great deal done. In consequence, the demand for builders' hardware has been continuously heavy. The long stretch of mild weather during the early winter season permitted an unusual prolongation of building work with the result that hardware supplies continued active until a later date than customery.

A feature of the year's business has been the stability of prices. Few changes have been made and there has been no radical alteration in any branch. In consequence, no gains or losses have been made through changes in value of stock, but the general trade conditions have been more satisfactory as a result of the stability of the market.

Sporting goods have had a steady run and the demand for skates and hockey goods has been exceptionally heavy. One supply house was cleared out of skates before the first snow came and supplementary orders from the west were received before the season opened. These are indications, not only of an enlarged market, but of a newly acquired tendency on the part of merchants to lay in stocks bright and early.

Stoves and heating goods have sold in such quantity that the manufacturers have worked day and night at some seasons to meet the demand. That the year's business has been the best on record, is the confident statement of the local salesmanager of a large manufacturing firm. "Our business has never been equalled," he declared. "Every branch, from coast to coast, has had larger sales than last year and more satisfactory returns generally. In point of collections we are well satisfied also. Except in a very few districts, money seems to have been plentiful and has been readily obtainable. "The stove and furnace sales were helped by the mild weather which prevailed up to the middle of December, business continuing brisk right up to the last day before Christmas. The heavy volume of business transacted in December helped materially to round off the year's sales. Prices were stationary throughout the year and the probabilities are all in favor of the same quotations holding through 1911.

The trade in Christmas goods has been larger than in any previous year. Dealers seem to be awakening to the possibilities of urging an active campaign during the holiday season and are buying more of such goods as first-class cutlery, cut glass, brass goods and metal toys. Not only has the range of goods carried at the festive season widened considerably, but there has been a tendency also to handle better quality. In some sections, the Christmas trade has increased by 25 and 30 per cent.

Heavy hardware, wire, bolts and nuts have seen a steady demand, quite in keeping with the activity shown in other lines.

HANDLED TOYS LARGELY.

St. Thomas.—Ingram & Davey Ltd. made a bid for the Christmas trade by issuing a two-page supplement full newspaper size, advertising on one side silverware, cutlery, razors, lighting fixtures, brass goods, carpet sweepers, reading lamps, guns, rifles and bathroom fixtures. The other side was taken up almost entirely with toys. A most complete line was carried, including skates, hockey supplies, all manner of games, mechanical toys, rocking horses, sleighs, metal toys and folders.

The supplement was issued early and in order to encourage early shopping, the announcement was made: "By making your selection early there is the decided advantage of choosing from a complete stock. Your purchase can be put away if desired until called for."

A GUESSING CONTEST.

London—Hardware merchants of London are hard after the gift-buying public with attractive window displays of brass and copper goods, knives and forks in sets, fancy spoons, kettles, and all the other things that might be expected to come under the head of holiday goods.

Purdom's Hardware is conducting a guessing contest in which customers or others are invited to make an estimate of the number of coffee beans in a fine copper percolater on display in one of their windows. The person guessing nearest will be presented with the article.

D. H. Howden, head of D. H. Howden & Co., is mentioned as a candidate for the board of water commissioners.

Exhibitors at the armouries this week are the Commercial Electric Company, London; Canadian Tungsten Lamp Company, Hamilton; Chapman & Walker, electric motors, Toronto; Ferranti Motor Company, Toronto; and the Westinghouse Company.

Boy Scout Supplies Will Prove Paying Line

The Movement is Rapidly Spreading, and the Demand for Supplies Will Increase Correspondingly — Many Scout Articles Should be Sold in Hardware Stores — Start in Bright and Early.

"The Boy Scout Movement is still in its infancy," General Baden-Powell is reported to have said, during the course of his visit to this country. "What is more, it has come to stay."

As "B-P" is the originator and head of the movement, it is safe to assume that he can accurately gauge the future possibilities of the idea. If the boy scout movement is destined to grow and expand until every boy of British birth becomes enrolled, the idea contains vast possibilities. Certainly, from the commercial standpoint, it is well worth consideration.

A boy scout needs, in addition to his "sombrero," scarf and suit, a staff, a knife, an axe and a belt. The logical place for at least some of these articles to be sold is the hardware store. If the hardwareman does not care to handle the clothes, it is quite within the ordinary bounds of the trade to carry the other scout necessities.

If the movement is to spread, as "B-P" predicts—and there is every evidence that it will—the demand for these goods will be extremely large. Figure it out this way. In a place of 5,000 population there will be several hundred boys enrolled as scouts. That means several hundred staves, belts, knives and axes. To the hardwareman, who takes up the line, it means a fair share at least of the trade.

This estimate of the amount of business involved is a moderate one. At the present time "patrols" are being formed in every corner of the Empire. Probably no place of any size in Canada, except in a few districts, lacks its devotees to the cause. "Scout talk" is on the lips of every manly Canadian boy. More and more are the lads joining in and eagerly donning the khaki uniform and broad-brimmed hat. It does not seem at all improbable that the time will come when every lad will be a scout and require his outfit. The trade from this source is certain to attain to much larger proportions and to be of a continuous nature.

Start in This Year.

With snow on the ground and the prospect of several long winter months ahead, it may seem a little unseasonable to talk boy scouts. The wise merchant, however, indulges in some hard thinking around the first of the year and lays down a few new resolutions. He could not resolve on anything better than to pursue during the coming year the policy of embracing opportunities for new trade. By carefully considering the possibilities that the future holds, he can perceive chances ahead. Let one new resolution this year be: "To get in early on the field and sell boy scout supplies." It is not too early to begin planning now for a campaign along that line during the coming year.

Scouts Active in Winter.

"We expect that the scout 'kit' will be enlarged before long to include overcoats, winter caps and gloves," said a man, who is following the situation closely. "You will find that the patrols will not confine their operations to the milder seasons, but will be out all the year around."

Demand then will be steady and there will be no cessation of activity during the winter months. The merchant who waits until spring before considering the idea of carrying scout supplies will often find that he has allowed his more progressive competitor to slip in ahead of him. Hardwaremen who have not taken up the line would find it to their benefit to start into it before the spring season opens.

Pushing the Idea.

During the holiday season, a Toronto sporting goods store made a bold bid for patronage by having a boy scout department. They not only handled the staves, but advertised regular goods along the one line—"Skates for Boy Scouts," "Snowshoes for Boy Scouts," etc. Boys who belonged felt that they wanted to do all their buying there and the store did a splendid volume of business.

An enterprising hardwareman might start in at once and pave the way for an active trade in scout supplies. By putting in a window display of skates, hockey sticks and other sporting goods, as well as knives and articles that appeal to boys, together with scout staves, axes and knives, the interest of every boy in town could be aroused. They would come to associate that store with scout supplies.

Interest Being Aroused.

That hardwaremen are becoming interested is evidenced by enquiries received by Hardware and Metal from different members of the trade. One man writes to ask where the supplies can be obtained. The salesmanager of a Toronto jobbing house reports that he has had a number of enquiries and intends to go into the goods more fully in future. This can be taken as evidence that at least some members of the trade believe there is a splendid opening for business and intend to take up the idea.

Successful Men as Leaders

By W. C. Freeman.

Every man who goes into business of any kind goes into it to make money. Some men succeed; others fail, while others plod along in a mediocre way, making a living only, but they always try to follow their more fortunate competitors.

This law of average applies in all lines and the same reason governs all cases.

Analyze the great successes in various lines in this country to-day and you will find that back of each success are earnest, capable business men and steady advertisers. Their business grows every year. They make every effort to go forward. They are never satisfied.

In every community there are one or two merchants that set the pace—they are usually the inspiration for the whole community. Other merchants say—"If So-an-so has succeeded, why should not I?"

A man who is struggling toward success with the right ideas is never envious of the man higher up. On the contrary, he will study the things that have made the man higher up successful, and will try to improve on some of the things he has done to attain success.

A gentleman who went into the retail business some months ago sat around a luncheon table with other business men, and they asked him how he liked the retail end of the business.

He replied that he liked it very much and thought there was a great future ahead of him if he followed the example of the successful merchants in his city.

They asked him the names of men whom he regarded as being successful merchants and he told them, but he did not mention any of the men who sat around the table, although they are in a measure successful.

One of the merchants this young man had in mind is over seventy years of age, but he is still on the job every day, is constantly trying to improve every department in his big shop — never content — always reaching higher up, and I might add always advertising. There is never any let-up in that.

It will pay every merchant in every community to follow the lead of the successful men. The greatest help, however, in climbing the hill of success is that help which is given by clean, reliable advertising.

A NEW NAME.

After New Year's the Kemp Manufacturing Co., Toronto, will be known as the Sheet Metal Products Company, of Canada, Limited. This announcement was made to-day by A. E. Kemp, the head of the concern. The new company which will have its headquarters on Gerrard street, will also include the Macdonald Manufacturing Co., Toronto, the Kemp Manufacturing and Metal Co., Winnipeg, and the Kemp Manufacturing Co., Montreal.

HARDWARE TRADE GOSSIP

Ontario.

H. Occomore, of Guelph, has been nominated for alderman.

J. Cassellman, hardwareman, Toronto, has been succeeded by Silas L. Anderson.

The plant of the Canadian Cordage Company at Peterboro has been closed down and the company has gone into liquidation.

Mr. Livingstone, of the Dominion Linseed Oil Co., Baden, has been ill for the last few weeks, but latest reports are very encouraging.

W. H. Turnbull, hardwareman, of Brantford has been nominated for the mayoralty. Ross Rastall will be his opponent for the office.

A handsome calendar and booklet has been received from the Capewell Horse Nail Co., Toronto. The booklet contains a list of the Capewell products and some strong "driving" arguments.

Hardware and Metal has received a calendar from Ludger Gravel, 26 Place Jacques-Cartier, Montreal. The calendar contains a complete list of all goods carried by this firm, with illustrations.

The employes of the Bernhardt & Gies hardware store, Preston, presented Isaac Eby, a member of the staff, with an address and smoking chair. Andy Spalding made the presentation, referring to an important event soon to take place.

The addition to the factory of the A. B. Jardine Co., Drumond Tool Works was opened on Friday evening, Dec. 24. The place had been decorated with bunting and presented a bright appearance. The Simpert-Jardine orchestra furnished music and a social time was spent in cards, other games and dancing.

The Thomas Birkett & Son Co. wholesale hardware hockey team, Ottawa, have elected officers as follows: Hon. President, Thomas Birkett; President, T. M. Birkett; Vice-President, J. T. Douglas; Secretary-Treasurer, A. J. Veale; Executive, Alex. Taylor, A. Lacroix and A. J. Veale. The club has entered in the Capital league, and the "orange and green" will be kept well to the fore.

Quebec.

H. B. Carbray, son of Hubert Carbray, has accepted a position with the Miller, Morse Co., hardware wholesalers, Winnipeg.

The employes in the stove foundry of the Perrin Plow & Stove Co., Rideau, presented B. Knapp, superintendent of the stove department, with a large leather-covered library chair and an electric library reading lamp.

C. M. Woodburn, late with T. B. Lee, and well known to the hardware and cutlery trade, has accepted a reengagement with his old firm, E. F. Walter & Co., Montreal. Mr. Woodburn was with this firm for six years, leaving them at the time of fire when business was not resumed for some time. E. K. Watson, late of E. K. Watson & Co., Montreal, is now connected with E. F. Walter & Co., as salesmanager. He and Mr. Woodburn will be in charge of the firm's exhibit at the hardware convention.

Western Provinces.

C. E. Noble, hardware, Vancouver, has sold.

The Alberta Rolling Mills Co., of Medicine Hat, is incorporated.

Graham Bros., Macklin, Sask., have purchased Geo. Anderson's tinshop.

Geo. Thompson is commencing in groceries and hardware at St. James, Manitoba.

G. H. Plaxton hardwareman, of Mortlach, Sask., has sold to W. A. Macdonald.

G. L. Noble, Lethbridge, intends to manage his hardware business and also the Crown lumber yard for the winter.

F. and J. Field's hardware store, Brawardine, Man., was burned out in a fire which swept the business section of the town.

Fred Johnston has disposed of his hardware business at Stewart, B. C., and has returned to Vancouver to spend the winter there.

The Trail Hardware Co., Trail B.C., has opened for business. The store has been completely renovated and painted, and a complete stock of hardware, stoves and tinware will be carried. Donald James Ferguson, an experienced hardwareman, is manager.

Patmore Bros., plumbers and hardwaremen, Cranbrook, have been making a specialty of ranges this Christmas season and have found a brisk demand for the article they are handling. A new feature in their store is a very handsome glass case of bathroom fixtures.

Cunningham's, Ltd., successors to Cunningham-Sanderson, Ltd., hardware merchants and contractors, had a formal opening of their new store at 1012 to 1016 Granville street, Vancouver, on Thursday, Dec. 15. Over 5,000 people called during the day, and of these the first 3,000 were given nickel-plated trays. The first 300 children were presented with carts.

A company has been organized under the name of the Moose Mountain Co., to take over the business now conducted by the Moose Mountain Lumber & Hardware Co., at Arcola, Kisbey, Forget, Stoughton and Heward, points in Saskatchewan. The new company is composed mainly of present employes, including A. M. Watt, Arcola; C. Campbell, Forget; J. R. Reid and A. J. Partridge, Kisbey; J. E. Johnson, Heward; F. W. James and R. T. Drew, Stoughton, and D. B. Jones, Winnipeg. The same managers will continue in charge of the different branches, and D. B. Jones will be general manager, with head offices at Winnipeg. The new company takes possession on January 1.

United States.

The Theo. J. Ely Mfg. Co., Girard, Pa., makers of mop sticks, mop wringers, carpet beaters and kindred articles, were burned out, their factory being completely destroyed.

HANDSOME CALENDAR.

The B. Greening Wire Co., Hamilton, have issued a handsome calendar, showing the extensive plant of the company with likenesses of the officers and founders of the business. The illustration gives an adequate idea of the size of the industry, which has grown to such large proportions that it ranks in the forefront of Canadian manufacturing concerns.

The present officers are S. O. Greening, president; H. B. Greening, managing director and R. H. Merriman, secretary.

PAINT PRICES.

Writing in the Zenith, George F. Hunt says: The idea that the present price of paint is "too high" and will not be maintained is altogether wrong. Paint is not high in price when based on cost to produce, and present values are here to stay. It is safe to assert that prices for high-grade mixed paints, specialties and varnishes will never return to the abnormally low figures which have ruled in the past.

On account of the exceedingly high cost ruling for linseed oil during the past two seasons, manufacturers of standard brands of mixed paints have been doing business at little above actual cost, until the last advance became effective, and, even now, the profit to the grinders of high-grade paint is a very slim one. The advances in paint prices are more than offset by the high prices obtained by the Northwestern farmer for everything which he produced this year. The difference in the price of paints between now and twelve months ago certainly is not going to stand in the way of property owners protecting and preserving their buildings. Paint is not a luxury, but a necessity, and its use cannot be deferred from year to year without consequent damage and serious loss to property owners. The aggregate difference in the cost of paint at present prices, as compared with those of a year ago, is an enormous sum, but the difference in the cost to the individual consumer is a comparatively small item. Consumption of paint will be just as great in 1911 as in any former year, providing the consuming public knows the facts and conditions which have brought about the present level of prices. The dealer who expects to place his order for paints and varnishes for spring at to-day's prices should not hold off in the hope of a lower price, but should buy now. He should likewise advance his retail selling prices to a basis commensurate with his advance in cost. The paint value is in the can and manufacturers and distributors are doing everything possible to acquaint the consuming public with present conditions and are assisting the dealer in every way to establish and maintain a price which will insure a fair and equitable return for him on his investment. To buy and sell paint without advancing retail prices to an equitable basis is simply inviting bankruptcy.

News and Methods of Canadian Hardwaremen

Holiday Advertising Heavily Carried by Dealers in Many Parts —Effective Window Displays Designed by Hardwaremen — Prize Winners in Hardware and Metal Competition.

REVOLVING TABLES.

St. John, N.B.—T. McAvity & Sons have introduced a new feature in their display windows in the way of revolving tables which are proving very effective in attracting attention to the goods shown. The tables are automatic affairs, operated by electricity and are installed in two of the five windows. Both have been fitted with high pyramids on which different classes of goods can be shown. Last week one of them was utilized in displaying table silverware, spoons, (of all sizes), forks, knives, carving sets, etc. The display form was made up of half a dozen circular shelves, tapering from a large size at the bottom to smaller ones at the top, the whole being surmounted by a silver candelabra. In the other a display of carving knives, bread knives and in fact every kind of kitchen or dining-room cutlery was shown, fastened on a high recessed form, while about the base were various other forms of silver or steel wares, suitable for Christmas gifts.

Another window was occupied with a display of sleds of all description, piled in studied disorder in the centre and suspended from the ceiling.

Still another had a tastefully arranged collection of skates, straps, etc. They were laid on the floor of the window and fastened to covered walls at the side and rear, in nearly every case a price tag being attached. The remaining window was occupied with tool chests of different sizes and other articles either useful or amusing for the children.

The windows of McLean, Holt & Co., dealers in stoves and kitchen hardware, were very attractively trimmed for the Christmas season. In one of the windows a combination range, for coal, wood and gas, occupied a central position. It was all set up as it would appear in the home of the buyer. Since the announcement of the gas company that gas would be supplied for cooking purposes at $1, this firm has been booming the sale of these combination ranges. At one side of the window was a refrigerator and in the foreground, a table set with enamelware dishes, the whole idea conveying a picture of a model kitchen.

In the other window a large cabinet range was shown surrounded by an extensive display of nickel-plated ware of all kinds, with neat price cards attached. Both windows attracted considerable attention and reflected much credit on the skill of the designer and trimmer, R. H. Irwin.

Mr. Irwin reports that business during 1910 showed a very satisfactory increase over 1909. Sales of stoves and ranges were considerably ahead of other years. W. E. H.

A PROFITABLE LINE.

A good many fires are caused at this season of year by too much dust and accumulation of dirt around radiators. Not only do radiators, which are kept free of dust, do away with this danger, but they radiate more heat. At this time then, brushes for cleaning out narrow spaces between coils, would be a profitable line. The price is reasonable and, no doubt they could be sold in large numbers.

GREATER EFFORTS MADE.

Guelph.—Local hardwaremen made greater efforts this year than ever before to capture a large share of the holiday trade. Not only did they carry larger lines of Christmas goods, but they paid considerable attention to window displays and advertised much more heavily than in past years.

During the week preceding Christmas, the Bond Hardware Co. carried a two-column ad. the full length of the page in the local papers and used this liberal space to boom all lines of goods. The slogan, "Buy it at Bond's," was used effectively.

McMillan Bros. took two-column space, almost the full length of the page and ran a series of elaborately illustrated advertisements, making a "special drive on lamps." Cutlery, razors, meat cutters and boys' tool outfits were among the articles to which special prominence was given.

Satisfaction with the bulk of trade done is expressed on all sides and it is safe to state that next Christmas will see even greater efforts made.

A PRIZE WINDOW.

In Hardware and Metal's fall window dressing competition, for places over 5,000 in population, second place was awarded to H. E. Burgess, for Brown & Mitchell, Brandon. The window designed by Mr. Burgess proved a very effective one, as the accompanying illustration shows. It proved a splendid business getter for the store.

A soft wood back for the window was covered with a suitable sitting room paper and installed in sections. The electric lights were colored doubly with light red tissue paper so as to give it a twilight effect. Dark red tissue paper was used for the inside of the mica doors and an electric light extension was run down the stove pipe and hung in the centre of the fire pot. Placed on the centre table, surrounded by books and magazines was a nickel-plated rayo lamp. At night the lamp was lighted and turned low. The floor was covered with black canton flannel, a rich looking but inexpensive article. A rug was placed on the floor in front of the stove on which was placed a stuffed cat.

A realistic home scene was presented and the designer is worthy of commendation for the completeness with which each detail was carried out.

AN INGENIOUS CONTRIVANCE.

Woodstock.—The miniature scenic railway, designed by Frank Jordan, one of the clerks with A. H. Gingerich, 478 Dundas Street, has created a very good impression. It was put in the window a week before Christmas and, from the very start, drew much attention. Crowds of people stood at the window from morning to night. Mr. Gingerich writes to Hardware and Metal: "The advertising we got from the scenic railway was much more than the cost of the article. People came into our store that we had not seen before."

The railway was made by Mr. Jordan in his spare time, starting about eight weeks before it was ready to place in the window. The incline was at the back of the window, about three feet high. The car was made in the shape of an auto with steering apparatus and a toy man. The car started slowly and made four sharp turns, carried by its own momentum. It was then taken up grade by an ingenious electrically driven belt. The car ran as long as 12 and 14 hours a day without a stop.



Fall Window Designed by H. E. Burgess for Brown & Mitchell, Brandon, Awarded Second Prize in Hardware and Metal Competition for places over 5,000.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of HARDWARE AND METAL. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—One set tinsmith tools and machines, also tinshop and plumbing business. Reason for selling, unable to handle with department store. Apply F. E. NICHOL, Killam, Alta. (1)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

WANTED—A man with a $5,000 to $10,000 hardware stock and $10,000 cash to take up a first-class hardware proposition in the West. Address Box 549, Edmonton. (55)

COMMISSION LINES WANTED

WANTED by responsible, energetice firm about to open an agency in Calgary, lines on commission, or will buy outright if necessary. Address Room 37, Herald Block, Calgery, Alberta. (55)

SITUATIONS VACANT

TRAVELLING SALESMAN WANTED to cover a part of Ontario for a leading stove and furnace house. Only a high class man, thoroughly familiar with these lines and having experience will be considered. Advertisers not located in Toronto, Hamilton or London. Address Box 1061, HARDWARE AND METAL, Toronto. (2)

WANTED — Experienced hardware clerk. Apply, stating age, experience and salary wanted, to J. A. ACTON, 791 Bank St., Ottawa. (53)

WANTED—A tinsmith who can do plumbing, to either take charge or buy the tinshop business. A1 opportunity. W. H. RUMBALL, Victoria Harbor, Ont. (53)

WANTED—Experienced hardware clerk by Jan. 1st. State experience and salary expected. GEO. D. WALLACE, Wetaskiwin, Alta. (53)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Allee Street, Toronto.

BY paying a small amount each month you can buy a first-class rebuilt Typewriter from us at bargain prices. Stock-taking is only a month away. We do not want to carry any of these machines over We can give you any make. THE MONARCH TYPEWRITER COMPANY, LIMITED. 98 King Street West, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

MISCELLANEOUS

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

INDISPENSABLE in office, store, home—Canadian Almanac, 1911—a National Directory. Complete classified information on every subject of Dominion interest. Full Postage, Customs, Banking, Insurance, Legal, Educational, Newspaper, Army, Clerical, Governmental, Particulars of leading institutions and societies, Paper cover. 60c; Cloth, Leather Back, 75c, All stationers, or sent postpaid on receipt of price by The Copp-Clark Co., Ltd., Toronto.

GET THE BUSINESS; INCREASE SALES — Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF you have been afflicted with one of those Fountain Pens that won't write when you want it to, or leaks when you don't want it to, give it to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Company, Toronto, Sole Agents for Canada.

KAY'S FURNITURE CATALOGUE No. 306 contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

PERIODICAL DEPT.

A MARKET OF BUYERS, backed up by money to spend, is open to you in the Busy Man's Magazine. Every territory in Canada is represented. If you have something to sell, want to buy something, a condensed advertisement in the Busy Man's Magazine will put you in touch with the classes you wish to reach. Four cents per word will carry your message from Atlantic to Pacific. Send copy of your advertisement along with order to cover cost of insertion before 10th of month preceding date of publication. Your announcement will appear under a special heading, BUSY MAN'S MAGAZINE, Montreal, Toronto. Winnipeg.

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price $1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinners and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns Epitome of Mensuration, Tables, Rules and Recipes Price $1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Avenue, Toronto.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

TRY A

CONDENSED AD.

IN

HARDWARE AND METAL

Differences in Special and Cut Prices

Story of a Price Cutting Incident Which Reflected on the Originator—Washing Powder Had Regular Price of 25 Cents—Cut to 22 and 20, and Eventually 18 Cents—Profit All Given Away—Ads. Suggested Illustrating Special Prices.

By Henry Johnson, Jr., in Canadian Grocer.

Special Prices.

Special prices and cut prices are two different things. Special prices are right, correct, legitimate; cut prices are demoralizing to merchant and customer alike. Let me illustrate.

When I went behind the counter in 1878 I think I remember a certain brand of washing powder as a staple, and I know that B——'s was there. These were in small packages, designed, I think, to sell at 10 cents each. But it is like yesterday that I recall the day in about 1883, when I saw G——t washing powder for the first time. Here was a package of "Washing Powder" of such generous size as to carry the impression that there was enough for a wash, and to scrub with, and to use for cleaning, without necessitating a continual running to the store for more. In other words, this was a package that seemed really worth while. And the selling price, as the salesman so well put it, was the popular figure of 25 cents —easy to learn, to remember, and to make change for. It seemed all right, and we stocked it and sold a lot of it. I should premise here, however, that, as I have said before in these columns, our business was of a staple character, far removed from fancy fruits, shelled nuts and olive oils; and the elder Johnson had some old-fashioned notions about selling at legitimate prices, irrespective of what might be called "regular" prices.

How the Prices Were Cut.

Hence it was not long before G——t was sold by us at 22 cents; in fact I think that was the price at which we started it. Well, the result was that almost immediately everybody was selling at 22 cents; then those who did not know, as the elder Johnson did know, just what was a legitimate, businesslike margin, cut the price to 20 cents, then 18 cents, and the profit was a minus quantity. That is price-cutting.

Use of Special Prices.

Now here is the difference. Special prices are legitimate, and a valuable feature for the advertiser, because the concession is made on goods and brands under his own individual control. When you advertise Smith's 30 cent coffee for a week at the special price of 28 cents, 5 pounds for $1.15, you are advertising Smith and only Smith. You are not demoralizing anybody's business. You are not working up any demand on which the other fellow can trade. You are not trading on anybody else's work or good will. Your neighbor cannot gain any advantage from what you do, for obviously he cannot sell Smith's goods, nor even say his goods are "the same as Smith's," because the densest competitor will see that thus he would only be playing your game for you. So the special price, named for a certain definite time, or on certain quantities, applies to your business only. The reduced or special price has its proper uses, and the live merchant will use it regularly in building his trade.

Suggestion for Coffee Ad.

I have told you that "Mother" knows values, and she certainly does. She may not, however, have tried your service in certain lines—probably coffee, as coffee is one of the things about which she is characteristically conservative. You may have got her to try your cranberries, and uncolored Ceylon tea, and various other things, by your snappy little ads.; but she still holds off on coffee, because coffee either makes or unmakes the breakfast, and "Father likes his coffee just so, or his day is spoiled, etc." As you progress in this work of planning out little catchy evening readings for the family, you will inevitably get around to your coffee department; you will kind of wake up to the fact that the coffee trade should be yours, and that you can get it if you go after it. Thus you will say:

> Smith's Bokava Coffee at 30 cents a pound is really out of the ordinary; rich, mild, full "bouquet," very flavory. This week, per pound, 28 cents. By all means try it.

And as "Mother" reads that over—and goes back over it a second time, as she has got used to looking for your talks by this time, she concludes to take the plunge, and next morning she does try it. It is up to you, then, as a good merchant, to see that the coffee is right; and, if you do, you will have added one good customer to your list.

Retain Purchaser's Confidence.

The right way to do this is to offer one coffee at a time, at a special price, for the period stated, and never be guilty of extending the time by a day, nor give anybody the special figure after the time has expired. This will gain you the confidence of your readers, who respect a man in just the proportion as he shows plainly that he means just what he says.

Say:

> Smith's pure Ceylon tea, regular 60 cents, special at 54 cents this week. You, who are familiar with Smith's teas know how cheering is the cup of pure Ceylon, when properly selected for flavor and body—not for looks. This is the kind you want. Order it this week.

All of which does not mean for a minute that you shall not quote a company's tea you are selling; no, not at all. But when you quote such a brand, name the price fixed on it by the company, and back up the work those people are doing to give you an assured, legitimate margin. When you name prices on such things you are indicating to all the "Mothers" in your town that "Smith has everything." And you are also taking proper advantage of the money the importer is spending to establish a demand of which you are entitled to reap your share of benefit. You can greatly increase your share by backing up the importer's general advertising by your own local advertising in this way.

In this way you build your business on legitimate demand, honestly cultivated. Your house is not founded on sand, but on the rock of solid facts. You are in a position to make good any time on your representations. And you are not harming a single legitimate business interest. This is a good deal to say, when you come to think of it. It contravenes a good deal of what we hear about it being impossible to get business unless you offer "inducements" — "inducements" in this case meaning cut prices. For really the man who depends on that kind of inducements to his trade is working on sorry lines. He will have no following but the chronic bargain hunter: and the bargain hunter never did any grocer any lasting good.

Enforcing of Fixed Prices.

It is a question both of law and of ethics, to what extent it is feasible, practicable and good public policy to enforce the maintenance of prices such as the manufacturer or producer names on his brands. I feel very strongly that the manufacturer should be backed up by every grocer. I am satisfied, too, that I can show that the owner of a trademark or trade-name, can protect his goods against the cutter.

But simply as a matter of farsighted business, the retailer will fare best who adopts the policy of upholding the established price on every article on which the maker is broad enough to fix a price. Think over the case of a certain company's brand of tea, as sketched above. Think of the careful planning and thought which has gone into the establishment of a demand based on quality at the prices named by the importer. Think of the skill behind the blends. Is not such a line entitled to your support; and will it not pay you to support it?

MANUFACTURERS AGENT WANTED.

Leading American Hammock Manufacturer having lost Canadian representative by death desire to establish successful agent now calling on Hardware, Sporting Goods and Departmental store trade. Will be in Toronto, Wednesday, January 4th. Address or call N. W. Campbell, King Edward Hotel, Toronto. (Advertisement.)

STEPHENS'
WA-KO-VER STAIN



Satisfactory

To You as a profit-producer and a trade-winner.

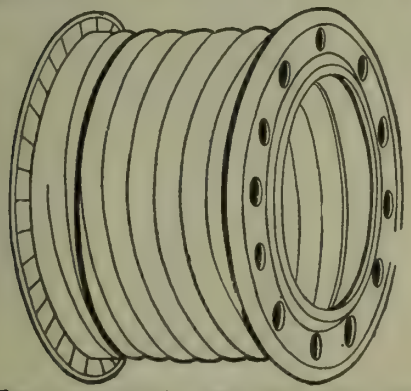
To Your Customer as an article of merit.

It gives a rich, lasting finish to wood work and floors—makes softwood look hardwood—put up in fourteen colors and natural.

Write to-day for prices and color cards.

G. F. Stephens & Company, Limited
Paint and Varnish Makers
WINNIPEG - - - CANADA
Branch at Calgary, Alta.

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers

IRON STABLE FITTINGS



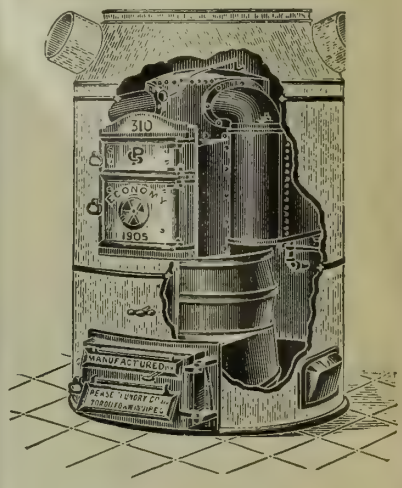
Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

EXPERIENCE

IS THE GREATEST OF ALL TEACHERS

It is the result of Experiment and experiment is at all times a more or less expensive proposition. The man who buys a cheap Furnace experiments. The first cost is usually the determining factor with the man who is looking for bargains. It is the factor which makes saleable the cheaply constructed Furnace, and the purchaser has to pay for the experience.



Selling an inferior Furnace to the customer who does not understand Furnace construction, doesn't improve a dealer's chances of business success. A householder may be fooled into buying a good-looker, but the next time—you can bank on it he will want the good heater.

"Pease Economys" are the concrete result of half a century of scientific research and practical experience in Furnace manufacture. There are over 78,000 of these celebrated heaters in use to-day (thousands of them for over twenty years). They are the highest grade and highest priced Heaters manufactured, and the enormous record of sales is a guarantee that the Economy is the one Furnace manufactured which has passed clear beyond the experimental stage.

The Dealer will find the "Economy" a business builder, and the purchaser will find it all that its name signifies—"ECONOMY."

SEND FOR PRICE LIST AND CATALOGUE.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an Engineering department. Ask for our assistance when you have an out-of-the-way heating or ventilating problem to solve.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—Hardware Quotations Corrected By Telegraph From Hardware and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, Dec. 26.—Owing to the Christmas season the wholesale trade has been rather quiet during the last week, as all the travelers are off the road. Spring bookings already secured have been very satisfactory and travelers report the general retail trade throughout the west to be in a flourishing condition. The taking of stock is still in progress in the majority of the wholesale establishments but will be completed within the next week or two.

Prices in all lines remain steady, but a general readjustment will be made about the first of the year.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.80; p.g. oak, $2.75

Auger Bits—"Irwin" bits, 47½; other lines, 75 per cent

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots, 3; stove bolts, 77½.

Bar Iron — Bar iron, $2.50; Swedish iron, $4.75; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $13.

Blocks—Steel, 45; wood, 60 per cent.

Cut Nails—$3.10 per keg base; pressed spikes, $3.50 base, usual extras.

Copper—Planished copper, 30c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corugated iron, 28 gauge, $3.87; pressed standing seamed roofing, 28, painted, $2.83; galvanized, $3.87; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.40; 8-inch, $3.65; full polish, 6 and 7-inch, $4.15; 8-inch, $4.40.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white 70 and 5; diamond, 50; grainte, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 26, $4.20; 28, $4.60; 30 gauge or 10½-oz., $4.80; Queen's Head, 23, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Ware — Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.65; No. 2, and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to 1, $5; No. 2 and larger, $4.75; featherweight, $6.15.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $3.55; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., $2.45; ⅜-in., $2.75; ½-in., $3.30; ¾-in., $4.10; 1-in., $5.80; 1¼-in., $8; 1½-in., $9.50; 2-in., $12.70; 2½-in., $20.80; 3-in., $27.40; 3½-in., $34.20; 4-in., $39; 4½-in., $43.50; Galvanized, 1¼ in., $3.40; ⅜-in., $3.70; ½-in., $4; ¾-in., $5.25; 1-in., $7.60; 1¼ in., $10.35; 1½-in., $12.70; 2-in., $17.

Logging Chains—5-16, $6; ⅜, $5.50; 7-16, $1.70.

Lanterns—Cold blast, per dozen, $7; coppered, $9.50; dash, $9.75.

Poultry Netting—57½ per cent.

Pig Lead—$5. Lead Pipe—$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, No. 8, 39c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 13, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c. Coppered, No. 8, 18c.

Rope—Sisal, 9½c; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc — Casks, $8.25; broken lots, $8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops [illegible] p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Base 23c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron, 80; brass, 70; coach, 67½ per cent.

Stove Pipes—25 and 2½ p.c.

Terne Plate — I. C., $9.25; I. X., $11.25.

Tin Plates—I. C., charcoal, 20 x 28, full box, $9.75; ½ box, $5.13; I. X., full box, $11.75; ½ box, $6.13; I. X. X., full box, $13.75; ½ box, $6.62½; 20 x 39, I. C., full box, $15.00; ½ box, $7.75; I. X., full box, $17.00; ½ box, $8.75.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 33 1-3.

Wire—Barbed Wire, 100 lbs., $3.05; plain twist, $3.40; staples, $3.00; annealed wire, $3 base; oiled, 10c extra; bright iron, $3.20 base; brass spring wire, 29c base; plain galvanized wire, 6, 7 and 8, $3.50; No. 9, $3.10; No. 10, $3.60; No. 11, $3.70; No. 12, $3.30; No. 13, $3.40; No. 14, $4.25; No. 15, $4.75; No. 16, $5.

Paints and Oils.

Trade in all paints and oils has been very quiet during the last week owing to the Christmas season. Wholesalers and jobbers are, however, satisfied with the business this fall, while that for the spring already shows quite an increase over last year. Linseed oil remains stiff at $1.15 for raw and $1.18 for boiled. Turpentine is also steady and firm at last week's quotations, while in varnish the trade is keeping up very well, and in fact for all inside finishing material an active demand continues.

Petroleum and Gasolene.—A steady trade continues in all grades of oil, both crude and refined, a decline of ½c per pound having taken place in a few cases.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 15c; Sunlight, 18c; Family Safety, 22½c; Searchlight, 20½c; Red Rose, 25½c; Keystone Special, 18c; Pemoline, in bulk, 19c; Silverlight, in bulk, 15c; Acme lamp, in bulk, 27c; White Rose, in bulk, 22½c; National Light, in bulk, 21c; Engine Gasolene, 24c; White Lily, 26c; Royal, 24c.

CATALOGUES.

Handsome Calendar. — The Horton Manufacturing Company, Bristol, Conn., have gotten out a calendar for 1912 which is typical of the class of trade they are engaged in. It is called "The Tragedy," and is reproduced in full colors from an attractive fishing scene painted by Oliver Kemp. The calendar will be sent free to all dealers who handle "Bristol" steel fishing rods and other fishing tackle. A charge of 15 cents is made to all others.

Cost Accounting.—An excellent book has been written by Frank E. Goodwin, entitled "Cost Accounting Pathfinder," which should be read and studied by every merchant who has any doubt about the percentage of his total sales it costs him to do business. The fact that many merchants "drift" into business without much knowledge of bookkeeping methods, and flounder along in an effort to make the business pay, is well known, and the controversies frequently heard on the subject of how costs should be figured, whether on the invoice or selling price, also indicates that there is room for much study on this point by those who disagree with the principle that costs should be based on the selling price of the goods. Mr. Goodwin's book goes into these questions thoroughly and is worthy of the closest study. It is well bound in cloth, and sells at $1 from the Technical Book Department of the MacLean Publishing Co., Toronto.

Do you use big box car black capital letters in your advertising? Circuses do, but they appeal to a different kind of crowd.

Do you try to sell each customer what is really best for him, or merely try to pick his pocket as soon as possible?

Do you lie or juggle words in your advertising? Exaggeration does more harm than good.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
WHITE MOP WRINGER CO.
Fultonville, N.Y.



Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



TALKS ON PAINT SELLING

No. 7

From September 1st of this year to October 24th—a little less than two months—this Company received exactly 35,621 direct inquiries from property owners as a result of our national campaign of magazine advertising.

This is an average of 717 inquiries every working day during that period, and they are still running from 300 to 500 a day.

These inquiries were mostly created by the publicity given to the work of our Decorative Department and what it can do for the property owner. The demand for our "Model Cottage-Bungalow Portfolio" has exceeded all our expectations. Every one of these inquiries is promptly answered and the portfolio is sent, together with the name and address of the nearest S-W Agent. At the same time, the names and addresses of the inquirers are sent promptly to the Agents in their respective localities for further action.

It is impossible to estimate the amount of business that has resulted to our Agents all over the country through this campaign. We do know, however, that notwithstanding the advances in prices necessitated by market conditions, our Agency business has shown a most satisfactory increase.

What now becomes of the claims made by some, that intelligent advertising is a doubtful quantity, or that it only increases the cost of the products? The constantly increasing sale of S-W Paints, Varnishes, Stains and Enamels through our Agents is the best answer to that question.

Have you written in for our Agency Proposition yet?

THE SHERWIN-WILLIAMS CO. 991

PAINT AND VARNISH MAKERS

CANADIAN HEAD OFFICES AND FACTORIES: MONTREAL
BRANCH OFFICES AND WAREHOUSES: TORONTO WINNIPEG AND VANCOUVER

"The Western Stove Makers"

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



THE PROFITS POUR IN FROM CALCIMO SALES!

ARE YOU GETTING YOUR SHARE? THEN WHY NOT?

STOCK IT. A QUICK-SELLING WALL FINISH.

SANITARY. WILL NOT RUB. READY FOR USE WHEN MIXED WITH COLD WATER.

EASILY APPLIED. WILL NOT JELL OVER NIGHT.

THE WINNIPEG PAINT & GLASS COMPANY, Limited

EDMONTON — The Calgary Paint and Glass Company — WINNIPEG

Stove Dealers Need Tinsmithing Department

Efficient Service in That Branch is a Sure Means of Gaining and Holding Trade—Stove Dealers Without Tinsmithing Staff Are Handicapped in Many Essential Respects.

"To make a success of stoves a dealer should have an efficient tinsmithing department," said a Western Ontario merchant recently.

"I speak from experience," he continued. "Until a few months ago I carried a couple of tinsmiths and did on the whole a fairly satisfactory business. Trade got dull, however, and I decided to let them go. The result has been much trouble and some loss of trade. I regret very much having dropped the department, and am now arranging to get back into the tinsmithing again."

He had found that customers who had purchased stoves and furnaces from him came back to have repair work done, new pipes fitted, etc. He had had to refer them to other places. What stoves he had sold had been installed in the purchasers' houses with difficulty and delay, owing to his lack of efficient help. Customers had become disgruntled, and he plainly saw that his trade in heating lines was sure to decline if he did not get back to the old way.

A tinsmithing department is needed, in the first place, for the convenience of customers. When a stove or furnace has been bought at one store, the purchasers prefer to have their repair work handled by the same firm. In the seccond place, it is a means of gaining and holding trade.

It gains trade by bringing the firm into touch with a large circle of prospective customers. A man may want his eavetroughing repaired or new pipes fitted to his kitchen range. He has Smith & Co. attend to the work. Smith's man doess the work quickly and satisfactorily. He may, in addition, be asked to look at a stove which has been giving some trouble, housewives having a faculty of craftily seeking gratiutous advice on such points. He is able to tell her what is the matter and how to avoid future trouble. The housewife is grateful and will always turn what trade the family may have to offer over to Smith & Co. If a new range is needed the store of Smith & Co. is given first chance. In this way a tinsmithing department brings a firm into touch with a large number of homes and associates the firm name with everything pertaining to heating and ventilating.

Likewise, trade is held by having efficient tinsmiths on the staff. After a man has bought a stove at one store, he prefers to go back to the same place when necessity arises for new parts, new pipes or repair work of some kind. If he has to go elsewhere, he comes to look on Smith & Co. as a one-horse concern which does not handlle all branches of the trade and will almost certainly transfer his custom.

It frequently happens that stove agencies are placed with tradesmen in widely different branches of trade—seed merchants, furniture dealers, implement dealers, even with farmers and individuals disassociated with any form of retail trade. This is most often the case in small places where the number of hardware and stove stores is limited. Manufacturers who cannot find a hardware or stove dealer to handle their,lines will sometimes create an agency by placing a stock in some other store. In such cases, the merchant generally acts on commission and the risk is borne by the manufacturer. Cases, doubtless, are known where a good business has been established in this way. Very frequently, however, the results are anything but satisfactory.

In the first place, the merchant taking up the stove agency knows nothing about stoves and his sstaff is perhaps in even greater darkness with reference to the stock. They cannot intelligently sell stoves. As the stock is carried at the manufacturer's risk, the chances are that no effort will be made to get a comprehensive grasp of the subject, the merchant preferring to concentrate his attention and the energies of his staff on the legitimate branches of his trade, in which he has his own money tied up. As a further handicap, no tinsmithing department is carried.

The above is quoted to point another moral. Stoves do not sell readily unless the salesmen know their stock through and through. A furniture clerk, whose knowledge stops at furniture, cannot sell stoves successfully. Neither can the hardware clerk who has never allowed his business grasp to extend beyond nails, lanterns, mitts and other hardware staples. Clerks who can sell, and tinsmiths to handle the work incidental to stoves and furnaces, are necessary adjuncts to a successful business. Customers will not buy from salesmen who seemingly know nothing more about the stock than they do themselves. Stoves are not bought at a venture; purchasers refuse to take chances and will buy only when convinced that a certain stove is as good as they can get, and will give fullest satisfaction. The clerk who cannot, by force of explanation and demonstration, carry conviction on these points, will never sell stoves. Furthermore, customers require prompt and careful installation. Otherwise their custom will soon be transferred to another firm which can give what they want.

Do you print your entire catalogue in each advertisement? You should not. Nobody wants to read your invoice.

Do you always state the price in each advertisement? That's the principal point the reader wants to know.

Hardware Letter Box

J. E. Hussey, Melbourne, Ont.—Can you furnish information with reference to the installation of a dumb-waiter in a private house and the probable cost?

It all depends on what kind is required. A handy carpenter can, with the help of pulleys and rope, put together a lift in a verv short time. The necessary material for a job of this kind can be obtained from any hardware wholesale house. If a regular dumb-waiter is desired, the material can be secured from any elevator company. There is a wide range in dumb-waiters from the elaborate electrical kinds, which are worked by electrical appliances to the simple 100-lb. waiter. The metal material for the latter can be secured from the elevator companies for $20, in addition to which the box, rope and guide strip would have to be supplied. This variety of dumb-waiter is used very largely in private houses, particularly where it is operated only between the basement and the ground floor.—Editor.

A. I. Wright, Hamilton: Can you tell me who are the manufacturers of folding tin lunch boxes?

E. T. Wright & Co., Hamilton.—Editor.

McLeod Hardware Co., Sydney, N.S.—Can you let us know the name of manufacturers of metal shelf boxes in Canada.

Cameron & Campbell, Toronto.—Editor.

Bernhardt & Gies, Preston, Ont. —Where are boy scout supplies made?

The stuff is made and handled by jobbing houses. Other articles, such as knives and axes, are made in England, and are handled by some clothing manufacturers. The Miller Manufacturing Co., Mutual Street, Toronto, make a specialty of scout supplies.

J. R. Myers, Stratford.—Can you tell me the manufacturers or jobbers of fire place tools, fenders, etc.

James Cartland & Son, Birmingham, England, manufacture all such lines which can be secured from most hardware jobbers and from H. F. McIntosh, 28 Toronto St., Toronto.—Editor.

Collingwood Hardware, Ltd.—Can you tell us the makers or agents of interior grates for fireplaces and the makers of brass kerbs for tile hearths, brass rests and fire brasses. We would also like the address of the agents who handle enamelled tiles for fireplaces, loose and slabbed.

Interior grates for fireplaces are made by A. Whitaker, Windsor. Jas Cartland & Son, Birmingham, Eng., make brass kerbs, rests, etc. H. F. McIntosh, 28 Toronto Street, Toronto, is agent for enamelled tiles for fireplaces.—Editor.

Wm. Black, Durham.—Kindly inform me who the manufacturers of Herringbone Wire lath are.—Metal Shingle and Siding Co., Preston.—Editor.

Anvils and Vises
Machinery Steel
Wire Rope

In Stock

A. C. LESLIE & CO., LIMITED
MONTREAL

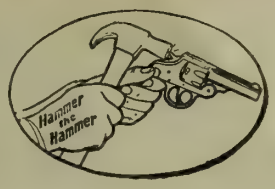
NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL



Have You Read about Our Fight Against Catalog Houses?

THE October "Hammer," our house magazine, tells all about it—the trade papers are full of it—the most sensational, significant and scientific move ever planned and executed against the Catalog House—against a business force that is *menacing the very existence of thousands of retailers.*

We don't sell Catalog Houses—we make it impossible for them to buy from jobbers. We tell the consumer, in our national advertising, that Catalog Houses are not licensed to sell our revolvers. The same warning is printed on every revolver box.

These are the opening moves—watch our plans unfold from week to week. If other manufacturers will follow suit the Catalog House problem is solved.

The finest revolver in the world; price maintenance that insures a fair profit; and no Catalog House competitors—isn't that the sort of proposition for a retailer to tie up to?

Iver Johnson's Arms and Cycle Works
Factory and General Offices, 330 River Street, Fitchburg, Mass.

New York:
99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal



The Ultimate Effect of Parcel Post

Writer Thinks That the Express Companies are The Chief Opponents—Why This is a Mistaken Impression—The Retail Merchant is the Chief Obstacle—Parcel Post Would Tend to Break Up Prosperous Rural Communities and Congest the Cities.

A Sarnia, Ont., reader in a letter respecting Parcel Post, says :

"You say that cheap parcel post is desired by the mail order houses; very likely. But this old story has been going the rounds until it is threadbare. The real opponents of parcel post are the express companies, who do not want any interference with their present monopoly at fancy prices.

"After a good many years' experience of shopping in small towns in Ontario I venture the opinion that the local dealer himself is a loser by the excessive cost of getting small parcels, not so much directly, but in ways that he does not perceive. It prevents him from procuring things that are not in stock, promptly, and at a reasonable price ; and this in turn drives people to the catalogue houses, not so much because of prices but because they have the assortment.

"Here is the way the thing occurs : A customer asks for something that is not in stock. It may be a specialty, or a novelty, or repairs, but anyway it is not in stock, and the dealer says : 'Haven't got it—anything else ?' Some times he will express regret, and sometimes he will behave as though the enquiry were a reflection on his methods of store-keeping. So the customer trys another store, with no better result ; and then, thrown on his own resources, hunts up the mail order catalogue, which is now as common as the big bible on the parlor table used to be twenty years ago.

"If he finds what he wants he mentally adds the express charges, and grumbles at the expense. Just at this point his attention is attention is attracted by some other items, and it occurs to him that by ordering a good sized parcel he will save some freight. Consequently he sends five or ten dollars out of town when he only intended to send one or two.

"Needless to say, this does not account for every instance, but it is a good rule for local dealers never to refuse business for anything that can be procured and delivered at a fair price. At present the express rate on small parcels between Ontario points averages about $10 per cwt. with a minimum of 35 cents. It is absurd, and altogether beyond the fair cost of the service, or the value to the ultimate consumer."

A Common Mistake.

EDITORIAL NOTE.—Hardware and Metal was glad to receive this letter because it gives an opportunity of pointing out a common fallacy on the part of many people. It shows that the writer of that letter has also been drawn into the trap skillfully laid by the quiet manipulations of the mail order houses who are anxious to have everyone believe that the express companies are the only opposition to such a measure.

When he says that the real opponents of parcel post are the express companies, he is mistaken. To prove this one has only to ask himself the question: How long would it take to establish parcel post if the merchants were quite willing that it should come? The great opponents are the merchants, not the express companies. No one will undertake to dispute the inference that the express companies charge fancy prices. This has been the general impression, and the finding of the Commission appointed to investigate express conditions in Canada arrived at that conclusion. We can therefore expect that within the coming three months some amelioration with respect to the excessive rates charged by these express companies, and consequently we should not be able to say at the end of that time that we ought to have the parcel post on account of these high rates.

Where Merchants Err.

What the writer subsequently says contains on the whole several truths. It is true that in most towns, villages and country sections, there are merchants who do not pay enough attention to assortment and who are not overanxious sometimes to serve a customer with an article not in stock. But in a town the size of Sarnia, one is constrained to question the inference that frequently he is unable to get goods required from some merchant. The whole trouble in connection with this misundestanding lies in the fact that merchants in all lines of trade do not advertise their goods through the public press or otherwise, sufficiently to let the general public know the assortment they carry. If every merchant boomed his own business in proportion to the manner that the mail order houses do, there would be very little business leave any town, village or rural community.

This is what the trade newspapers of the MacLean Publishing Co. have been pointing out for years, and a great many cases are known where the mail order business has been greatly reduced simply because merchants have adopted more aggressive measures.

To get back to the main issne: the retail merchants base their opposition to parcel post on the assumption that a parcel post would give the mail order concerns greatly augmented power in competition with local merchants in all the smaller cities, towns, etc., in every province.

These houses have already appropriated a large portion of the trade of a great many retail merchants. Add to their present advantages, the services of the government in providing them with greatly reduced transportation rates and rural mail delivery, and the effect of the intensified competition against retail merchants becomes to the latter alarmingly evident.

But here is the situation in brief: the question concerns not alone the survival or the prosperity of the retail merchants; it concerns, through them, also the prosperity and individual welfare of our rural population and our smaller cities, towns, and villages, whose merchants are the main support of public improvements, of libraries, of the professions and of civic progress in general.

A parcel post, therefore, means more than cheaper transportation or resistance to any extortions on the part of express companies; its evident vital relationship to commercial and political condtions in every community demands attention.

It is for these reasons, it is maintained that the contention of the great and, so far, unsurmountable obstacle—the retail merchant—to the parcel post should be given proper recognition.

Draws Life From Rural Sections.

What has been said above is fully substantiated by the New York Journal of Commerce, one of the leading lights on trade and commercial questions in the United States. It says: "The strongest advocates of parcel post are the large department and mail order stores in centers of distribution for merchandise. Some of them now send catalogues and circulars all over the country and take orders by mail, but their business is restricted by the necessity of delivering most of their goods by express.

"If they can get the government to carry and deliver them a thousand miles at the same rate as from the village post office to the outlying farms, what will be the effect upon the local storekeeper? He may find the most profitable part of his trade drying up, and he cannot prosper by merely buying and selling farm produce. Retail trade in villages is important for the conservation of community life. Its prosperity is good for all the neighboring country and its languishing would be a calamity. Parcel post would tend to its extinction and counteract the effort to encourage living in the country, by increasing the tendency to congregate in cities and large towns. Trade and industrial life need to be diffused and not concentrated more and more, and the government ought not to divert its mail service to increasing congestion and drawing the life from rural towns by blighting their commercial side."



No. 41

A NEW YEAR'S RESOLUTION.

Here is a new year resolution for every hardware merchant without exception: "I will push my paints harder than ever during the coming twelve months; I will not be content to let them lie hidden at the back of the store and leave them to sell themselves; I will run windows that are a credit to the brand that I carry; I will keep a stock that will be a credit to the store; I will utilize the advertising matter that my manufacturer sends me to the best of my ability, I will canvass the district thoroughly; and to cap it all I will be enthusiastic in the selling of paint and in the great consumptive field awaiting the article."

A merchant who makes such a resolution as this and sticks to it religiously cannot fail to make a success of his paint department. It is the man who is but half confident over the prospect; who is afraid that things will not pan out so well as expected who fails to make his paint department go. Many merchant as we have pointed out often before are inclined to look upon their paints as a minor side line kept because customers ask for them. They make little effort to push sales, with the result that houses, barns, and fences are allowed to deteriorate all through the district for the want of energy on the part of the merchant. He neglects what should be a major, and not a minor, part of his store for the want of enthusiasm.

Enthusiasm is the master key. If once the merchant becomes enthusiastic over the possibilities of paints he will soon touch the dollars and cents that lie behind them. But the dealer must understand this, that the right way to sell paints is not to sit behind his counters and expect the consumers to come to him. He must go out and educate the consumer to the value of paint. He must arouse the spirit of emulation among the property owners so that no man will allow his neighbor to lead him in the matter of using paint, and in doing this educational work, the dealer is not only working for himself but for the community, because paint is a valuable asset to every man. A man who paints his house regularly is adding to its value as a selling proposition and he is preserving it for his own use. The housewife should be told that paint is a disinfectant as well as a beautifier and that a house made cheerful by paint must necessarily be the abode of health and happiness. The dealer is the only man who can do this educational work

ELASTILITE

DEALERS can handle this varnish best. It covers so many kinds of work so perfectly---inside and outside---that it gives satisfaction to all types of customers. This helps the dealer's business.

For highest class trade "ELASTILITE" will give good satisfaction. It brushes well, flows well, holds its finish.

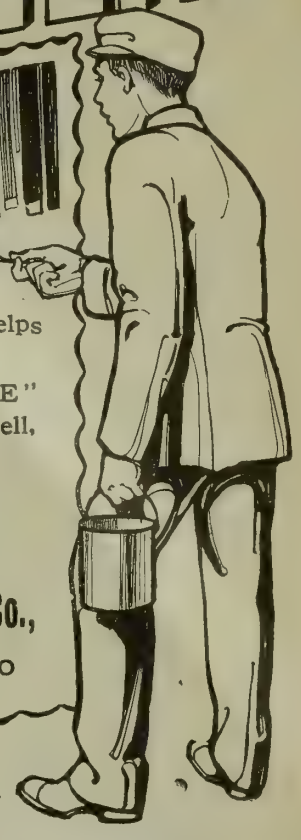


Write for price list and special proposition.

Imperial Varnish and Color Co., LIMITED

Morse Street TORONTO

Stocks at 106 Princess St., Winnipeg.
524 Beatty St., Vancouver.



WROUGHT PIPE



Quality dominates M.R M. Pipe. Every length is given a test of 500 lbs. hydraulic pressure to the square inch before it leaves our mill. This is a test the pipe will not meet with in actual use.

All Bundles Tagged M.R.M. CO. **with our Trade Mark**

The Montreal Rolling Mills Co.

MONTREAL

and he can do it easily if he is thoroughly enthusiastic.

The paint dealers in the States are much more alive to the profitable field that paint selling gives them. They recognize that no line of goods offers better profits than paint; that no line of goods has a better selling field if properly encouraged; and that no line of goods has the co-operation behind it as offered by the paint manufacturer.

There is no doubt that if the dealer were a practical painter a lot more paint could be sold but all the same he can easily pick up those selling points which will give him a strong campaign and above all he is helped in every way by the manufacturer who spares neither time nor money to help forward sales.

Confidence in one's goods is the first requisite to success, it is an easy matter to pass this confidence on to a customer.

PAINT AND OIL MARKETS

MONTREAL.

Taking a yearly review of the paint and oil markets the dominant feature is undoubtedly the bulling movement in linseed oil. Although it was expected in January that there would be much higher prices in linseed oil it was not anticipated that the inflation would become so pronounced. Flax seed was soaring, and a good many merchants taking a speculative eye as to the future, bought much more heavily and were exceedingly glad because they did so, but as we said few anticipated such soaring of prices as occurred, and users have had to pay heavily for their oil. Shortages of seed in the States were followed by a drain from outside sources on the Canadian market, and during the last few months of the year it was extremely difficult to obtain any quantity of oil, in fact grinders and holders have been disinclined to part with the oil and unlike what is usually the case the buyer of many barrels was very unwelcome. Although of course the market has fluctuated because the English market up to a certain point controls the situation—and the English market is naturally of a more speculative character than the Canadian one—the advance in oil has been practically steady from the commencement of the year. Starting at 80c for raw and 83c for boiled, linseed finished up at the price of $1.06 to $1.10 for raw and $1.09 to $1.13 for boiled. And what of the future? There seems little prospect of any relief in the immediate future. There is great shortage of flax seed in Canada. The United States are short fully 10 million bushels alone and have been the biggest buyers of our flax seed. It is not expected that Argentine can help matters very much, and with a world wide shortage of flax it seems hardly possible for linseed oil to be much lower or even to remain as low as it is now during 1911 or until it is more fully known what the flax seed market for Canada will be. It can be seen that with linseed oil so high all products which contain a percentage of the former article naturally felt the advancing movement and this was especially noticeable in liquid paints which suffered advances on three or four occasions.

Turpentine likewise experienced a bulling movement. No doubt linseed had a sympathetic effect on the product but there was a shortage at Savannah and the demand all the way through has been above the normal so that on the whole turpentine showed an advance in figures. Starting the year at 78c to 80c for single barrels turpentine concluded the year at the price of $1.02 to $1.05. Here again it is not expected that the early part of the New Year will see any recession in prices, but turpentine so far as a relief in the tension is concerned is much more favorably placed than linseed.

White lead owing to want of unanimity between the grinders was, until towards the end of the year, selling at a price that was excessively low considering the advance in linseed oil, and as a matter of fact grinders were practically selling at cost and in some cases below cost. Towards the end of the year the grinders got together and raised their prices 25c and more, so that white lead ended with a stronger tone than would otherwise have been the case. The year opened around $5.50 and closed at $6.25.

Putty likewise felt the influence of the higher prices all the way around and showed an advance over the commencement of the year of 60c. This has been a good year for putty and although there has been in this line and in all the others some discontent amongst merchants as to the higher prices the demand has not been affected and it is certain that users fully realize that if quality is to be maintained the price must be commensurate with conditions.

Other lines such as varnishes, red lead and white zinc have all felt the influence of the advance in raw materials and have shown higher prices. The tone of the market has been exceptionally good, because the demand has not been affected by the higher prices and all the way around there is a general feeling of confidence as to the future. Undoubtedly in the past the consumer, had been paying too little for his paints and paint constituents. He must use paints. He wants to use paints and a few extra cents a gallon or a pound will not stop him, if the merchant's selling force is strong enough, from making a purchase.

TORONTO.

December 31.—"A splendid year" is the terse phrase employed on all sides to sum up the paint and oil business transacted during the past year. Without exception the manufacturers and jobbers have been busy, and the volume of trade has been well in advance of the previous twelve months, despite the fact that exceptionally high prices have prevailed. Shortage of crops and other causes have led to a distinct advance in most lines, and quotations made to-day are very considerably in excess of the figures given at the first of the year.



Look Ahead AND Assure Future Profits!

If you are intending to go out of business shortly, this is not important — but if you intend to keep right on, it is necessary **now** to lay the foundation for your sales in 1915.

If you sell a man good paint this year, it is true that it will not need renewing so soon as an inferior article, but when it **does** he will come to you. Moreover, in the meantime, he will probably get some of that same good paint from you for another job.

B-H. "ENGLISH" PAINTS

are the only paints made in Canada from a base consisting of 70 per cent. **Brandram's B. B. Genuine White Lead** and 30 per cent. pure Zinc White. Enough said.

Write to-day for pertinent paint pointers, and prices on **B-H. "ENGLISH" Paints.**

Brandram-Henderson Limited

Montreal Halifax
St. John Toronto
Winnipeg



Made in
Oval and Flat

Knowledge comes from experience, and there are many years of experience behind

Name and Design Reg. 1909

"STEEL GRIP" PAINTERS' BRUSHES

ARE BACKED BY MANY YEARS OF EXPERIENCE.

They have been carefully tested at all kinds of first class work, and found to be the most dependable, serviceable, and smoothest working brush on the market. We also make a complete line of all other kinds of brushes

Write For Descriptive Catalogue

The Boeckh Bros. Company, Ltd.

TORONTO, **Established 1856** ONTARIO

SUN

WIND

RAIN

TEMPER-ATURE

TIME

Five Foes of Paint and the Shield that Stops their Darts

It takes a mighty good paint to resist these five relentless foes — for one or more are on the job day and night. These persistent foes soon show which paint is best able to resist their continuous attacks. Good paint, like the good soldier, when attacked, quickly demonstrates its defensive qualities and what it is made of. **Purity** is the impenetrable armour that defends

Martin-Senour Paint

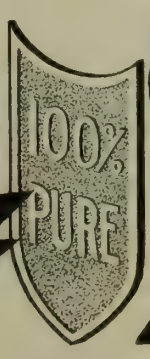
100 PER CENT PURE

from these foes that so quickly vanquish and destroy paints of "inferior quality." **Purity** of ingredients and thoroughness and honesty in manufacturing has produced a durable paint that resists **sun, wind, rain, temperature and time** to a remarkable degree. That means it is the best paint on earth for the dealer to use to fight competition and build up a profitable business. The sales agency will convince you. Write for it today.

The MARTIN-SENOUR CO., Limited
Pioneers Pure Paint
Montreal **Chicago**

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.





The continued upward trend has at frequent stages of the year caused supply men to fear a falling off in demand, but the buyers seem to have accepted the inevitable, and continued to handle the goods freely. It is true that, in some lines, the trade has tapered off a little during the past month or six weeks, more perhaps than is customary at this season, but this has not been sufficiently marked to have any effect on the showing for the year.

Satisfaction is expressed on all sides and it is confidently expected that the coming year will see the continuation of prosperous conditions.

Linseed oil has advanced in price gradually, owing to a shortage in the flaxseed crops, until to-day it sells at $1.10 and $1.12 for raw, and $1.13 and $1.15 for boiled, the lower quotation in each case being for ten barrel orders. At the first of the year linseed oil was selling around 81 cents, which was then deemed to be a pretty high figure. Starting off in the first week of the year, however, it advanced 3 cents and in two weeks more went up 2c more. Through February and March the price fluctuated up and down, until on March 26 it took a marked trend upward, an advance of 9c being made at that time. In April it crept upward, 12c being added to the price, but through May it declined more or less regularly. As the report of the shortage in flaxseed became more certain, the market appreciably stiffened, advancing by gradual stages to the present high-water mark. The prospects for the future are at present uncertain. The tendency has been lately to look for easier quotations, but to-day the market is reported firmer.

Turpentine started the year at 80c and to-day sells at $1.05—the sharp advance being due to shortage at Savannah and the primary markets. The advance began during the latter part of January, when 7c was added to the price. An easier tendency was noticeable from then on until the end of July, when an increase of 4c was registered. From that time until the present there has been a steady advance. Storms in the seas around Cuba have been partially instrumental in boosting the price on several occasions, but the advance was in all cases maintained. Parties who claim to be in touch with present conditions say that the market will be very firm for the next two months.

White lead has not advanced in keeping with oil and turpentine. Early in January a pronounced increase of 30c was made, but the tone for the next six months was easier. In September the advance in other lines brought about an increase in white lead, ranging from 15c to 25c, and again in the early part of December an all around increase of 35c was registered. The last advance was made only after careful consideration on the part of the makers. The price of white lead is still much lower, however, than the cost of oil and turpentine warrants.

Putty has been in steady demand, and prices have had an upward tendency. The present quotations range from 45c to 60c above the prices asked at the first of the year. The sale of putty has continued brisk the whole year around with no cessation at any stage. An increase was expected some weeks ago, owing to the advance of the freight rates, but the change did not materialize.

Petroleum has been active during 1910, but the prices asked at the present are a little easier than at the same period last year. The steadiness usually expected in petroleum lines has been in evidence, and the prices have been more or less fixed at all seasons. A great volume of business was transacted during the past fall and early winter, and the year's business has been quite satisfactory on the whole.

Glass has sold well at prices which have been firm, but not overly high.

"The high prices have not hindered business, although the situation has had one result," said a local commission agent. "Orders have been smaller—and more frequent. On the whole, the year's business has been good, and no one should have room to complain."

DURABILITY OF PAINT.

From replies made by 83 leading builders, says the "Master Painter," it has been learned that exterior painting lasts on an average five years; interior painting, seven years. The percentage of depreciation per year is 20 and 17 respectively. A brick house adds two more years of life to exterior. The average depreciation for the brick building is a little over 14 per cent. for both inside and outside.

On a frame store building painting lasts on an average five years, inside and out; depreciation, 20 per cent. On brick store buildings the average wear of the paint is six years, inside and out; depreciation, a little over 16 per cent.

LANTERN IMPROVEMENTS.

E. T. Wright & Co., Hamilton, are improving the No. 4 cold blast lantern which they brought to a high degree of perfection during 1910. It is their intention to offer a cheaper grade of the Genuine Original Cold Blast, which will be of similar construction to the No. 4, but fitted with plain globe and tin burner, and not retinned. With the No. 4 Retinned Cold Blast and the No. 02 Plain Finish Cold Blast Lantern, E. T. Wright & Co. will be able to supply the local demand for a high grade Cold Blast Lantern, or meet any competition arising from the importation of foreign made goods.

Do you put glaring printed signs on packages? No customer wants to be a walking signboard for your store.

Do you notice whether every corner is thoroughly clean and every article ready for a customer to see or handle? Do you use enough light for close inspection of the goods? If you don't customers will distrust you. — Farm Machinery.

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"THERE IS A TIME IN THE SPRING WHEN EVERY ONE WANTS PAINT AND VARNISH ALL AT ONCE AND MANY ARE DISAPPOINTED."

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Established 1842

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30	32	34	38	42	46	52	cents per dozen.

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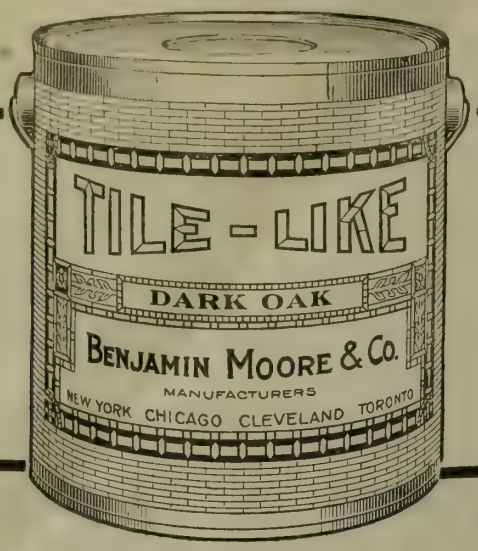
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It's worth a trifle more

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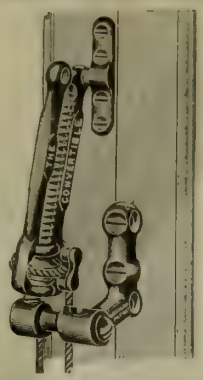
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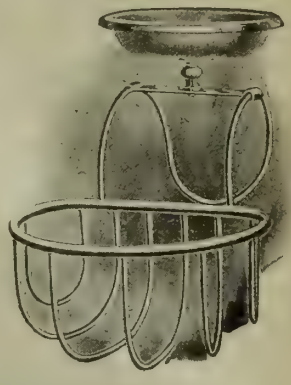
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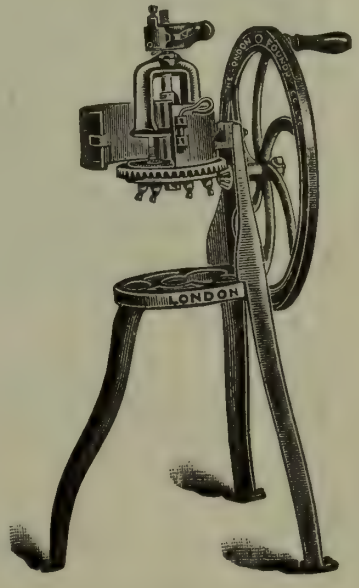
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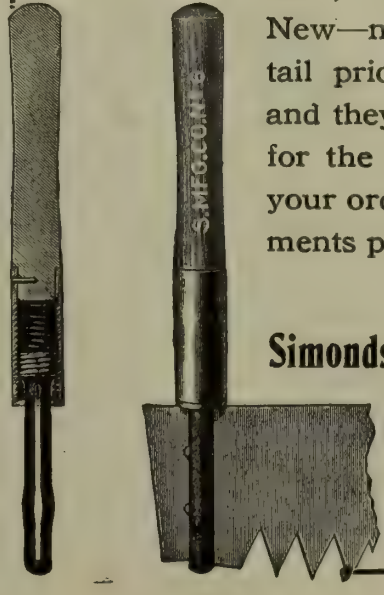
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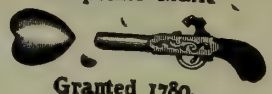
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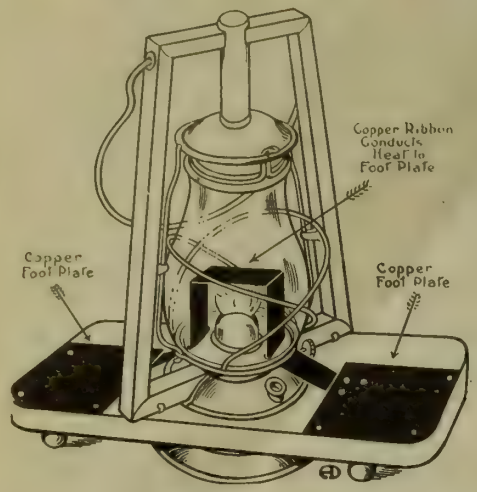
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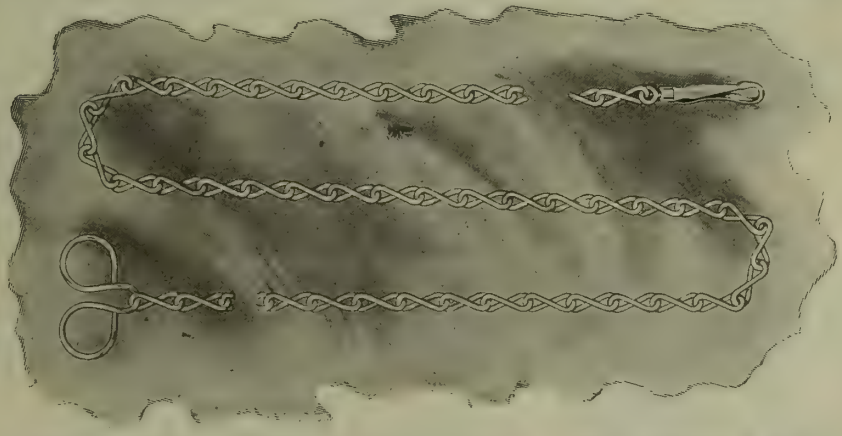
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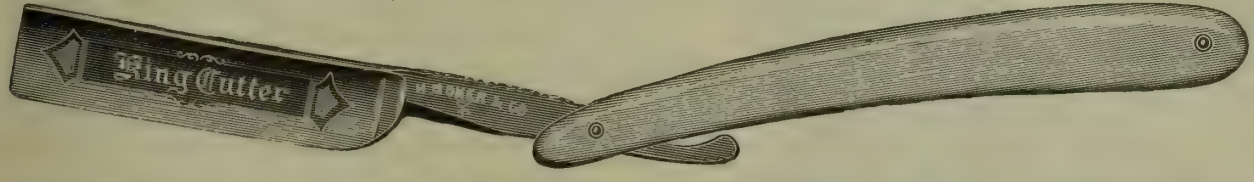
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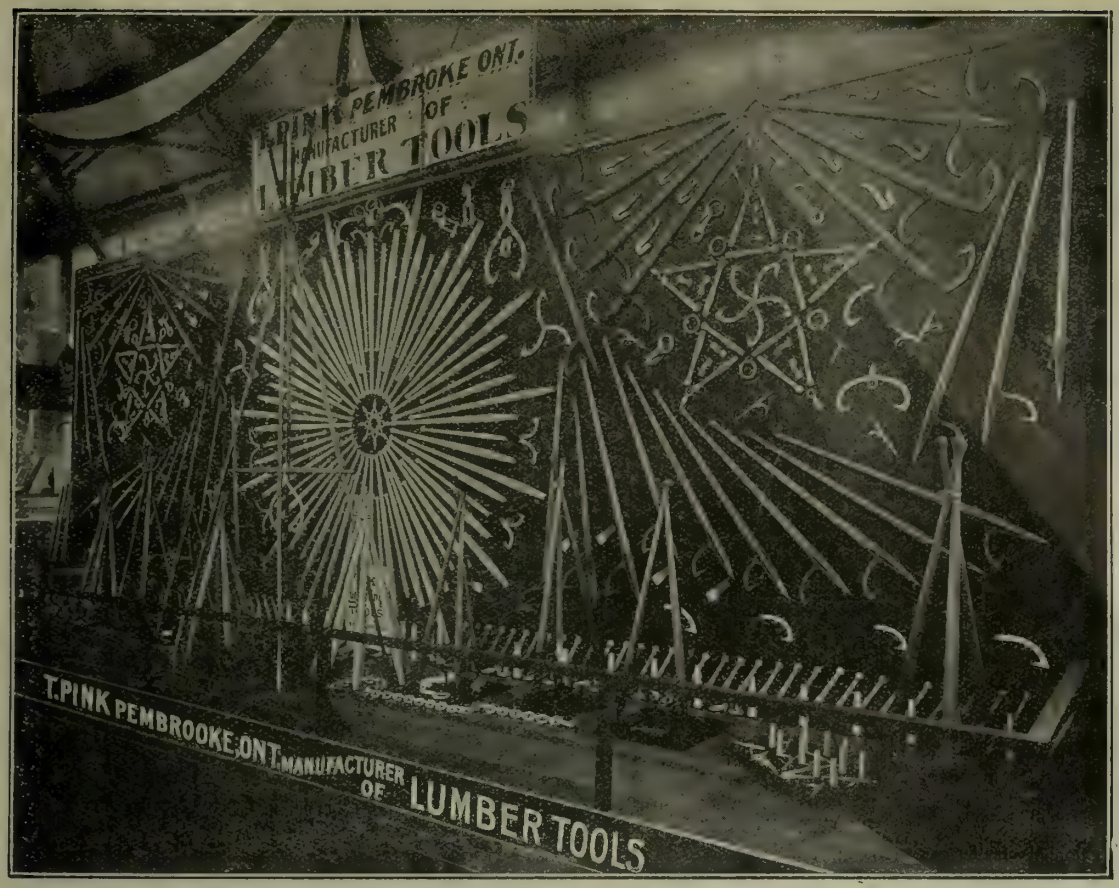
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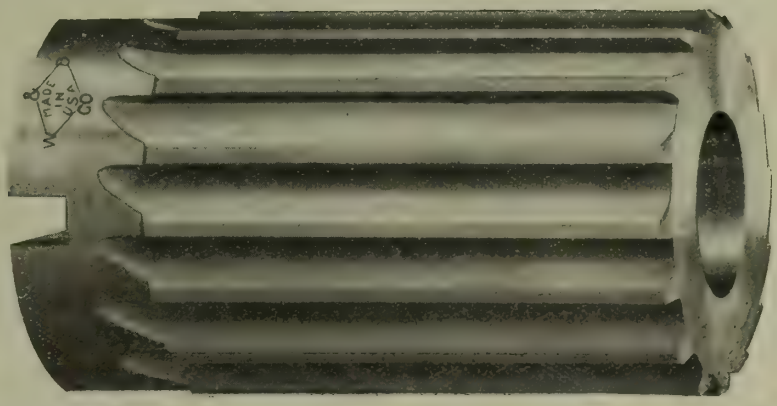
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This Trade W B Mark

Stands for Quality and Accuracy



This Trade W&B Mark

Stands for Quality and Accuracy

For Absolute Accuracy

Always Demand

"W & B-DIAMOND" REAMERS

Made in all styles and sizes from Carbon Steel or the latest improved VANADIUM high speed steel, carefully tempered, and will give greater service than any others on the market. Every "W. & B.-Diamond" Reamer must conform to micrometer measurements as it passes through the various operations of manufacture, and is subjected to the most rigid tests and inspections.

We carry the largest and most complete stock of Twist Drills and Reamers in Canada, and make instant shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

You Can Make Money by Saving Money for Your Customers.

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.
Our reputation is behind all these BRANDS.

BLACK DIAMOND TARRED FELT
JOLIETTE and CYCLONE SHEATHING

We also sell wrapping papers of all descriptions.

ALEX. McARTHUR & CO., Limited

82 McGill Street — MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb	0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c, Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb	0 25
Tubing, iron pipe size, 1 inch base	0 23

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	14 00 13 50
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"	23 00
Copper sheet, tinned, 14x60, 14 oz.	20 50
Copper sheet, planished, 14x60, base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1		19 50
" " No. 2		19 00
Middlesboro, No. 3 pig iron	18 25	20 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg		27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 26
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 90	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
¾ to 1 7-16 "	0 05½
1 7-16 to 3 "	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 75	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10½ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 03	¼ inch 2 86
⅜ "	2 25	⅜ " 3 08
½ "	2 63	½ " 3 48
¾ "	3 28	¾ " 4 43
1 "	4 70	1 " 6 35
1¼ "	6 41	1¼ " 8 66
1½ "	7 70	1½ " 10 40
2 "	10 26	2 " 13 86
2½ "	16 39	2½ " 22 14
3 "	21 52	3 " 29 07
3½ "	27 08	3½ " 36 58
4 "	30 78	4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95. Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Gas ranges, 50 per cent
Stoves and Ranges—45 to 55 per cent.
Furnaces—45 per cent.
Registers—70 to 75 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—35 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	12 50	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 70	3 75
Imported pig, per 100 lb	3 75	3 85
Bar pig, per 100 lb	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll	5 00	5 00
Sheets, 3 to 6 lb. ft	4 75	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 22
Wiping	0 18½	0 20½

SHEET ZINC.

5-cwt. casks	6 75	7 50
Part casks	7 00	8 00

SPELTER.

Foreign, per 100 lb	25	6 00

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$42 00	40 00

Charcoal Plates—Bright.

M L S, Famous (equal Bradley)	Per box
I C, 14x20 base	$6 00
I X, 14x20 base	7 25
I X X, 14x20 base	8 50

Raven and Vulture Grades—

I C, 14x20 base	5 00
I X, 14x20 base	6 00
I X X, 14x20 base	7 00
I X X X, 14x20 base	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	5 50	5 75
I X, 14x20 base	6 50	6 75
I X X, 14x20 base	7 50	7 75

"Allaway's Best"—Standard Quality.

I C, 14x20 base		4 25
I X, 14x20 base		5 00
I X X, 14x20 base		5 75

Bright Cokes

Bessemer Steel— I C, 14x20 base		4 00
20x28, double box		8 00

Charcoal Plates—Terne.

Dean or J. G. Grade— I C, 20x28, 112 sheets		7 50
I X, Terne Tin		9 00

Charcoal Tin Boiler Plates.

Cookley Grade— XX, 14x56, 50 sheet bxs. / 14x60, " / 14x65, "		7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 25	7 35
" " 26 "		7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2.70; 6 wire solid line, No 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No 18, $2.60; No. 19, $2.90. F.o.b. Hamilton Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 10 0-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c.; packed in casks or cases, 15c.; bagging or papering, 10c.

HEINISCH
TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinners' Snips.

R. Heinisch's Sons Co., - - - - - - Newark, N.J., U.S.A.

AY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs.. Nos. 4 and 5, $2.75; 6, 7, 8, $2.70; 9, $2.25; 10, $2.75; 11, 2.80; 12, $2.40; 13, $2.50; 14, $3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 60 extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	2 45
Galvanized, plain twist	2 75

Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5; inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BRUSHES

Paint and household, 75 per cent..

BEESWAX

Per lb	0 40

CHEMICALS.

	In casks	per lb
Sulphate of copper (bluestone)		0 07
Litharge, ground		0 05
" flaked		0 05½
Green copperas (green vitrol)		0 01
Sugar of lead		0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure	0 09
Chrome yellow "	0 18
Golden ochre "	0 11
French " "	0 09
Chrome green "	0 11
French permanent green"	0 15
Signwriters' black "	0 17
Marine black, 25 lb. irons	0 05

GLUE

French medal	0 10
German common sheet	0 10
German prima	0 15
White pigsfoot	0 15 0 20
Brantford medal	0 10
" golden medal	0 11
" brown sheet	0 10
" golden sheet	0 13
" gelatine	0 22
" white gelatine	0 20
" white glue	0 12
" 100 flake	0 10 0 11

Perfection amber ground, No. 1230 0 13
Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 19½	0 19½
Packets, 1-lb., 100 in case	0 21½	0 21½
" ½-lb., "	0 23½	0 23½
Tins, 1-lb., 100 in case	0 22½	0 22½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0 09½

PREPARED PAINTS.

	Per gallon in qt. tins
Sherwin-Williams paints, base	2 00
Canada Paint Co.'s pure	1 75 2 00
Globe house paint (Windsor)	1 60
"New Era" house paint (Windsor)	1 70
Benj. Moore Co.'s "Egyptian" Brand	1 50
Moore's pure linseed oil, M.C.	1 65
Brandram-Henderson's "English"	1 95
Ramsay's paints, Pure	1 60
" Thistle	1 30
Martin-Senour 100 p.c. pure	2 00
Senour's Floor Paints	1 60
Jamieson's "Crown and Anchor"	1 60
Jamieson's floor enamel	1 75
Island City pure paints	1 60
Sanderson Pearcy's, pure	1 65
Robertson's pure paints	1 65
Sterling	1 60

PLASTER OF PARIS

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal		0 13
U.S. Water white "		0 14½
U.S. Pratt's astral "		0 17
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 16½
Pure Turpentine, single barrels	1 03	1 05
Wood Turpentine		0 80
Linseed Oil, " raw	1 09	1 13
" " boiled	1 12	1 15
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 00
Granitine floor varnish	2 50
Maple Leaf coach enamels	1 20
Sherwin-Williams' kopal varnish	2 50
Cee Pee Co. enamel	4 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Jamieson's Copaline	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Island City Dreadnought Finish	2 50
C.O. Co's. Permanite, interior	2 00
" Herculo, exterior	2 50
" Reflex, floor	2 25
" Japanite Dryer	1 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 70
No. 1 orange " " "	1 25

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	6 75	6 65
Elephant Genuine	6 75	6 65
Moore's Pure White Lead		6 15
Lily Pure	6 00	6 15
Tiger Pure	5 55	6 15
Monarch (Windsor)		6 50
Essex Genuine (Windsor)		6 15
Brandram's B.B. Genuine	7 25	7 40
" Anchor," pure	6 00	6 15
Ramsay's Pure Lead	5 50	6 15
Ramsay's Exterior	5 25	6 15
"Crown and Anchor," pure	5 75	6 15
Island City pure lead	5 75	6 15
Sterling "Purity"		5 75
" Decorators		5 25
Sanderson Pearcy's		6 15
Robertson's C.P., lead	5 75	6 15
Decorators' Pure	6 00	6 15

Western Schedule.
Terms—2 p.c. 30 days or nett 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5 per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.)

Pure, in 25-lb. irons	0 08½
No. 1, " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES

Carpenters', per doz	12 50	14 00
Plain ship, "	18 30	22 00

AXES AND HATCHETS

Single bit, per doz	6 00 9 00
Double bit "	10 00 12 00
Bench Axes	6 75 10 00
Broad Axes	22 75 25 00
Hunters' Axes	5 00 6 00
'Boys' Axes	5 75 6 50
Lathing hatchets	4 70 10 00
Shingle "	1 45 6 75
Claw "	1 70 5 00
Barrell "	5 50 6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 30 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 25 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40
Jennings' Gen. auger, net list.	

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith		9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible		6 00
Double strap hangers, doz. sets		6 50
tandard jointed hangers, "		6 45
Steel King hangers "		6 40
Storm King and safety hangers		6 25
Storm King rail		4 25
Crown		4 85
Crescent		6 50
Sovereign		7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cen
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new $1 list	Per cent
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7
Nuts, square, all sizes, 4½c per lb. off.	
Nuts, hexagon, all sizes, 4½c per lb. off.	
Stove rods, per lb., 5½ to 6c.	
Stove Bolts. 80.	



Amatite ROOFING

It has a rough surface of *real mineral matter* on the weather side. It is evident to anyone that it is no more necessary to paint such a surface than it is necessary to paint a stone wall. Stone needs no paint; neither does Amatite. It is strong enough in itself to bear the brunt of rain and wind and sun without a coat of paint.

To paint Amatite would be a waste of time and trouble. Amatite will last for many years without any care whatever. It is made to be *trouble proof* as well as *weather proof*.

No paint is good enough to make a durable roof; a thick layer of pitch, faced with a real mineral surface, is far better—*and that means Amatite.*

Further information will be sent on request to nearest office.

THE PATERSON MANUFACTURING COMPANY, Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	0 70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32" & 60", per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb.	0 06
Nails, per lb.	0 05
Mop cotton, per lb.	0 15

BINDER TWINE.

500 feet, sisal	0 07½
500 " standard	0 07½
550 " " manilla	c 07½
600 " "	0 08½
650 " " "	0 09

Car lots, ½c. less; 5-ton lots, ¼c. less. Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p. c.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an l loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

inch, in 10 foot lenghts	3 30
" " "	4 00
" " "	5 28
" " "	7 26
" " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.
Copper tea and coffee pots, 45 p.c.
Copper pitts, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS.

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Nicholson	62½
Jowett's (English list)	27½

FORGES

Blacksmiths portable, 135 lbs.	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz , doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, ½-inch per gross	9 00
" " ⅝ " "	10 00
" " ¾ " "	12 00
Leather, 1-inch per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 45

HINGES

Blind, discount 50 per cent.		
Heavy T and strap, 4-in 100 lb. net	7 25	
" " 5-in. "	7 00	
" " 6-in., "	6 75	
" " 8-in.,	6 50	
" " 10-in. and larger	6 25	
Light T and strap, discount 65 p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	4 50	
over 12 in. "	3 50	
Crate hinges and back flaps, 65 and 5 p. c.		
Chest hinges and hinge hasps, 65 p.c.		

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—		
½ x 5 per gross	2 25	
5-16 x 5 "	3 40	

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples, 40 p.c.
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

M.R.M.' & 'Bell' brands iron, light & medium, No. 1 and smaller, $3.75; No. 2 and larger, $3.50; snow pattern. No. 1 and smaller, $4.00, No. 2 and larger, $3.75; "X.L." new light steel, No. 1 and smaller, $4 10; No. 2 and larger, $3.85; "X.L." featherweight steel, No. 0 to 4, $5.25; Special countersunks steel. No. 0 to 4, $5.50 pkg; toe-weight, all sizes, $6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	2 25	
Universal meat chopper No. 1	1 15	
Enterprise chopper, each	1 30	
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast...per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 2 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—3¼ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

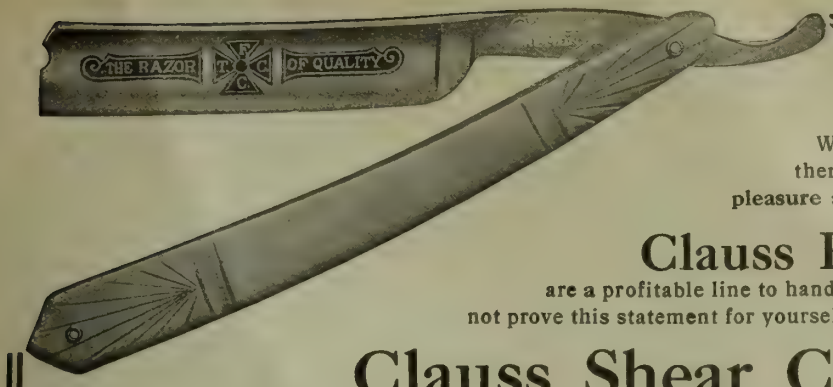
Plumbers ....per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company 169 Spadina Ave. TORONTO

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitts, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 10 00
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manilla rope	0 10½
"British" Manilla	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" " 60 feet, "	0 80
" " 72 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

RAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
" handles, japaned, per gross	3 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 32

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz.	0 85 1 00
North Bros., No. 30 per doz.	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 22
7-inch "	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" " Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12 0 12½
Hinged pipe vise, 25 lbs	3 55
Saw vise	4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.	

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	73 75
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75
20 per cent.	

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian, 50 per cent.

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Bolts.
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London Bolt and Hinge Works, London, Ontario
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Bolts---Expansion
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Box Strapping
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Brushes.
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Kemp Mfg. Co., Toronto.
McClary Mfg. Co., Toronto

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Guelph Spring and Axle Co., Guelph.

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Union Metallic Cartridge Co., New York, U.S.A.

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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W. D. Beath & Son, Ltd., Toronto

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Kemp Mfg. Co., Toronto
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Caverhill, Learmont & Co. Montreal
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Dorken Bros. & Co., Montreal.
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Fencing---Woven Wire.
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Glaziers' Diamonds.

Pelton, Godfrey S.
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Grove Chemical Co., Appley Bridge Eng.

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North Bros. Mfg. Co., Philadelphia, Pa.

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Iron Pumps.

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Lanterns.

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Manufacturers' Agents.

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Metal Shingles, Sidings, Etc.

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Andrews Wire Works of Canada, Ltd. Watford, Ont.

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J. N. Warminton, Montreal

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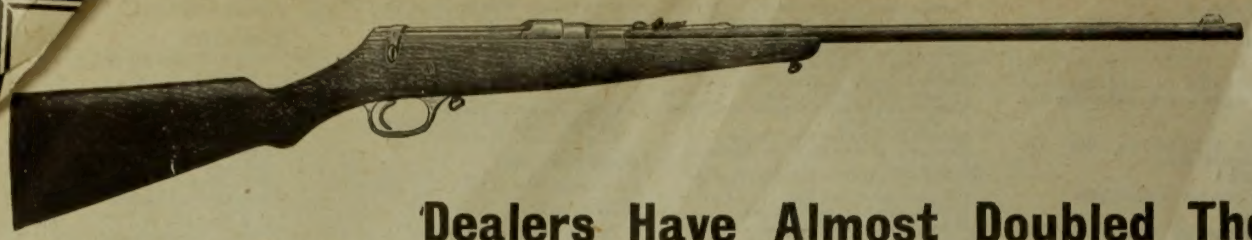
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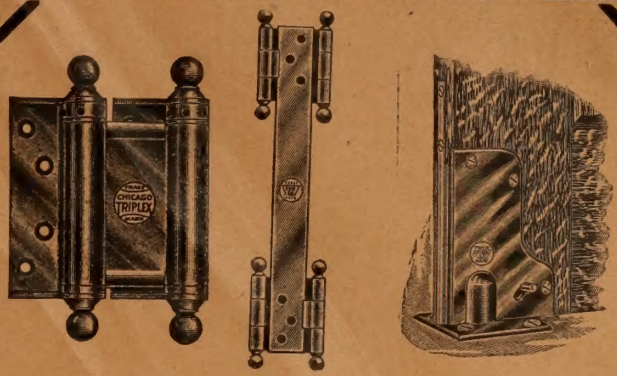


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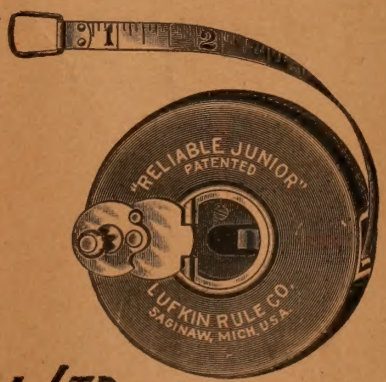
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